

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, DECEMBER 7, 1933

Please! Dear Santa,

GIVE ME A NEW IDEA



The old ideas of insurance salesmanship have produced billions of dollars in premiums. Yet the insurance agent and broker feels he could accomplish wonders with a new idea.

To a certain extent, at least, they're right. They look for new ideas in magazines such as this. They scan company publications with the same thought in mind.

In the December issue of *The Employers' Pioneer* are a few new ideas for somebody. We make no guarantees that they will be new to you. They may suggest something new, however. And remember the old ideas have produced business.

Read the story of the wharf fire. Review the mistakes of an assured brought to light by an insurance survey. Another contribution from a man on the firing line concerns court bonds and lawyers. A true story

showing the contracts written as the results of a personal accident policy may prove another "Santa Claus" for ideas. So may the article on residence theft insurance.

The subjects of furnace explosion, collections, and court decisions illustrating just what is an employee are also found in this issue. All are written with the purpose of helping the men on the firing line.

But no idea is worth a great deal unless it is followed by action. The idea of this advertisement is to sell you on the proposition that the December issue of *The Employers' Pioneer* may help you to produce more business. The action we suggest is that you send in your request for this issue to The Publicity Department, 110 Milk Street, Boston, Massachusetts. There is no obligation on your part.



The Employers' Group *The Employers' Liability Assurance Corp. Ltd. • The Employers'*

Fire Insurance Co. • American Employers' Insurance Co. **110 Milk Street, Boston**

UNITED STATES FIRE INSURANCE COMPANY OF NEW YORK ORGANIZED 1824

Statement June 30, 1933

ASSETS	
Cash	\$ 1,606,542.80
United States Gov't. Bonds.....	4,970,466.38
Other Bonds and Stocks.....	17,840,416.92
First Mortgages	1,495,181.45
Real Estate	185,346.02
Premiums in course of collection.....	1,371,636.81
Bills Receivable, Not Due.....	162,472.06
Interest Accrued	70,087.87
Other Assets	46,387.76
	\$27,748,538.07
LIABILITIES	
Unearned Premiums	\$ 9,706,749.61
Losses in Process of Adjustment.....	2,005,685.00
Other Liabilities	391,858.78
*Contingency Reserve	3,675,568.30
Capital	\$2,000,000.00
Net Surplus	9,968,676.38
Surplus to Policyholders.....	11,968,676.38
	\$27,748,538.07

THE NORTH RIVER INSURANCE COMPANY OF NEW YORK ORGANIZED 1822

Statement June 30, 1933

ASSETS	
Cash	\$ 965,784.13
United States Gov't. Bonds.....	3,706,035.09
Other Bonds and Stocks.....	14,235,802.54
First Mortgages	644,999.00
Real Estate	12,049.36
Premiums in Course of Collection.....	862,449.44
Bills Receivable, Not Due.....	58,124.35
Interest Accrued	41,111.18
Other Assets	21,323.21
	\$20,547,678.30
LIABILITIES	
Unearned Premiums	\$ 6,190,136.73
Losses in Process of Adjustment.....	1,358,790.00
Other Liabilities	195,601.96
*Contingency Reserve	2,872,253.63
Capital	\$2,000,000.00
Net Surplus	7,930,895.98
Surplus to Policyholders.....	9,930,895.98
	\$20,547,678.30

WESTCHESTER FIRE INSURANCE COMPANY OF NEW YORK ORGANIZED 1837

Statement June 30, 1933

ASSETS	
Cash	\$ 1,143,805.59
United States Gov't. Bonds.....	1,443,134.93
Other Bonds and Stocks.....	14,529,755.83
First Mortgages	330,110.00
Premiums in course of collection.....	850,294.00
Bills Receivable, Not Due.....	141,771.17
Accrued Interest	108,399.03
Other Assets	22,715.84
	\$18,569,986.39
LIABILITIES	
Unearned Premiums	\$ 6,528,847.30
Losses in Process of Adjustment.....	1,774,444.00
Other Liabilities	624,946.69
*Contingency Reserve	3,068,488.77
Capital	\$1,000,000.00
Net Surplus	5,573,259.63
Surplus to Policyholders.....	6,573,259.63
	\$18,569,986.39

BRITISH AMERICA ASSURANCE COMPANY TORONTO, CANADA INCORPORATED 1833

Statement June 30, 1933

Assets	\$2,478,943.13
Liabilities	1,130,343.63
*Contingency Reserve	264,781.09
Surplus to Policyholders.....	1,083,818.41

* Contingency Reserve represents difference in full between Insurance Department values and actual market values of securities.

ALLEMANIA FIRE INSURANCE COMPANY PITTSBURGH, PA. ORGANIZED 1868

Statement June 30, 1933

Assets	\$5,210,206.98
Liabilities	1,874,691.51
*Contingency Reserve	554,699.74
Surplus to Policyholders.....	2,780,815.73

WESTERN ASSURANCE COMPANY OF TORONTO, CANADA INCORPORATED 1851

Statement June 30, 1933

Assets	\$4,273,096.94
Liabilities	1,893,398.23
*Contingency Reserve	637,066.59
Surplus to Policyholders.....	1,742,632.12

RICHMOND INSURANCE COMPANY OF NEW YORK ORGANIZED 1907

Statement June 30, 1933

Assets	\$ 4,490,603.46
Liabilities	1,563,699.49
*Contingency Reserve	485,855.50
Surplus to Policyholders.....	2,441,048.47

SOUTHERN FIRE INSURANCE COMPANY OF DURHAM, N. C. INCORPORATED 1923

Statement June 30, 1933

Assets	\$1,203,755.12
Liabilities	405,639.45
†Surplus to Policyholders.....	798,115.67

†Market values of securities exceed convention values by \$21,805.44. Actual Surplus to Policyholders is \$819,981.11.

CRUM & FORSTER MANAGERS

110 WILLIAM ST. NEW YORK CITY

Western Dept.
FREEPORT, ILL.

Southern Dept.
ATLANTA, GA.

Pacific Dept.
SAN FRANCISCO, CAL.

Carolinas Dept.
DURHAM, N. C.

Allegheny Dept.
PITTSBURGH, PA.

The National Underwriter

Thirty-Seventh Year—No. 49

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, DECEMBER 7, 1933

\$4.00 Per Year, 20 Cents a Copy

Agents Aroused Over CCC Action

Protest Placing Cotton Coverage
Through Brokers by Federal
Government

HELD "GROSS INJUSTICE"

Negotiations Prove Unsatisfactory—Cor-
poration Committee Not Willing to
Consider Agents' Plan Thoroughly

WASHINGTON, D. C., Dec. 6.—Three brokerage firms have been designated by the Reconstruction Finance Corporation to handle the insurance of cotton acquired by the Commodity Credit Corporation under the government program for making loans to cotton farmers.

The insurance will be handled by Robins & Weill, Greensboro, N. C., Adams & Porter, Houston, and the American General Agency, New York. It was announced, with the Cotton Fire & Marine Underwriters of Columbia, S. C., underwriting the entire program.

WASHINGTON, Dec. 6.—The Commodity Credit Corporation has decided to place insurance on cotton through three brokers despite the efforts of the central committee of agents to secure the adoption of a suitable plan placing insurance through the organized agents of the southern states. The committee challenged the decision of the CCC by urging agents to write their Congressmen asking their aid in correcting "this gross injustice which is contrary to the spirit and purpose of the entire recovery program now being undertaken by the federal government." Agents in corn, wheat and livestock territories are warned "that unless prompt and cooperative action on their part is now instituted the loss of large amounts of insurance naturally and properly belonging to them may be expected to follow and such insurance arbitrarily concentrated into one or two brokers' hands."

The committee which conducted the negotiations with the CCC was composed of H. C. Arnall, Newnan, Ga., president Georgia Association of Insurance Agents, J. S. Williams 3rd, Yazoo City, Miss., manager Mississippi Association of Insurance Agents, and S. O. Smith, Gainesville, Ga., National Association of Insurance Agents' executive committeeman.

Negotiations Unsatisfactory

In making the report the committee told of the unsatisfactory negotiations with the Commodity Credit Corporation, which is lending 10 cents a pound on cotton. The agents presented a plan to the CCC in which one agent-broker would handle the account and distribute the commissions to the various state associations which would handle the distribution to the agents. Although the

(CONTINUED ON PAGE 9)

Adopt Valuation Formula

Provision Included for Using Average of Convention Values
of Stocks and Market Price Nov. 1, 1933—Amortiza-
tion of Bonds Recommended Wherever Permitted

NEW YORK, Dec. 6.—The National Convention of Insurance Commissioners, after spending parts of two days in pondering the question of security valuations for the forthcoming annual statements, adopted resolutions and set out a formula presented by Superintendent Van Schaick of New York, chairman of the valuations committee, without opposition.

The principal provisions of the formula are for amortization of bonds and for the use of the average of so-called convention values and market quotations for equities on Nov. 1, 1933.

The committee on valuations met Monday following a session of the subcommittee that has been considering the subject and then had two more meetings Tuesday. The full committee adopted the resolutions after long and tedious deliberation and presented its findings to the convention at large late Tuesday afternoon. The resolutions are as follows:

Fluctuations Have Continued

"Whereas, Since inquiry conducted last year by the National Convention of Insurance Commissioners as to whether the market price quotations of stocks and bonds on any particular day are indicative of the fair market value of such securities, exceptional price fluctuations on such securities on the exchanges have continued, and,

"Whereas, Close study of the range of markets over various periods, together with various tests as to the range of markets in times of prosperity and depression alike up to and including Dec. 1, 1933, lead to the conclusion that the real value of securities cannot be definitely determined by the market price quotations of stocks and bonds on any particular day and that the convention values of 1932, adjusted to reflect the influence of market price quotations of 1933 in the degree hereinafter provided, are indicative of a fair market value of securities for inventory purposes at the present time, and,

"Whereas, The trend of the markets indicates that over a period of time normal market conditions may reasonably be anticipated in which there will be willing sellers and willing buyers in a free rather than a forced market:

"Resolved, That the committee on valuations of securities of the National Convention of Insurance Commissioners is of the opinion that the following basis of valuing stocks and bonds reflects fair market value for the inventory of such securities in the annual statements of insurance companies as of Dec. 31, 1933, and recommends that the same be adopted as convention values for 1933:

"1. Stocks and bonds other than bonds of political subdivisions of governments, states and political subdivisions thereof, should be valued at the average of convention values used for annual statements as of Dec. 31, 1932, and market quotations of Nov. 1, 1933, except as hereinafter provided.

"2. Bonds amply secured and not in

default should be valued on an amortized basis wherever permitted by law.

"3. All bonds of governments, state and public subdivisions thereof should be valued at the convention values for 1932 used for annual statements as of Dec. 31, 1932, except that where such bonds have been in default for a period longer than one year prior to Nov. 1, 1933, the values to be used should be the convention values used for annual statements as of Dec. 31, 1931, less 30 percent of the difference between such values and the market price quotations on Nov. 1, 1933.

"4. The committee on valuation of securities is authorized to modify the foregoing formula in cases where circumstances warrant.

"5. Bonds and stocks purchased since June 30, 1931, other than by exchange, shall be valued at market price quotations as of Nov. 1, 1933.

Special Life Provision

"Further Resolved, That the cost or book value of stocks, whichever is lower, in the aggregate held by life companies as of Nov. 1, 1933, may be used in the aggregate as the fair market value of such stocks, provided the income received by such companies on such stocks during each of the five years preceding the date of valuation shall have been at the rate sufficient to meet the interest required to maintain policy reserves and other policy obligations and provided further than the net investment income received by such companies on their ledger assets shall not have been less than required to maintain the reserve. This shall not apply to stocks of corporations in receivership or similar status. Cost as used herein shall be held to include stocks received as exchanges or rights received as dividends or otherwise at not to exceed the market value quoted on the date acquired.

"Further Resolved, That in cases where the condition of insurance companies may require the immediate disposition of securities it is the opinion of the committee that the discretion of the state supervisory officials of insurance should be exercised to vary the general formula herein set forth so as to adopt prices reflected by the exchanges.

"Further Resolved, That in the opinion of the committee on valuations companies should be urged to maintain a reserve for contingencies to provide for fluctuations in the market price quotations of stocks and bonds not subject to amortization."

Discuss New Jersey Commissions

NEW YORK, Dec. 6.—A committee of the New Jersey Association of Underwriters, headed by its president, W. J. Hurtzig of Morristown, will meet with the New Jersey committee of the Eastern Underwriters Association, of which B. M. Culver, president America Fore, is chairman, here tomorrow to discuss the commission situation in their state.

Securities Bureau Plan Is Deferred

Dunham's Project That Would
Cost \$100,000 Referred to
Committee

BIG MEETING IN NEW YORK

State Officials Decide to Hold 1934 An-
nual Gathering in St. Peters-
burg, Fla.

By C. M. CARTWRIGHT

NEW YORK, Dec. 6.—The National Convention of Insurance Commissioners at its meeting in New York City this week decided to hold its annual meeting next fall at St. Petersburg, Fla. Commissioner Knott of the state had invited the officials to meet there the last two years but circumstances prevented the acceptance. Mr. Knott was present this year and again urged the commissioners to go to his state. The date will be set by the executive committee, but will be some time in the fall.

The executive committee will hold its meeting in the spring but it is not intended to be as important as in the last few years when practically the entire membership of the convention attended and virtually made the gathering a meeting of the convention. The committee will decide on the time and place of its meeting. Invitations were received for the annual meeting from Boston, Memphis, Washington, D. C., and the twin cities of Minneapolis and St. Paul. It was also suggested that the commissioners go to Bermuda, holding their business sessions on the boat.

G. W. Brown in Chair

The business meeting opened Tuesday morning with President G. W. Brown of Minnesota in the chair and J. G. Read of Oklahoma acting as secretary. On roll call there were found to be 33 states and three Canadian provinces represented, R. L. Foster coming from Ontario, B. A. Dugal from Quebec and R. P. Hartley, president of the Canadian commissioners body, from New Brunswick.

Evidently Secretary Read in the roll call omitted South Carolina, as Commissioner Sam King of that state inquired whether South Carolina was now ostracized on account of its recent vote on repeal. A telegram was read from Commissioner Olness of North Dakota regretting that he could not be present due to important demands.

J. A. Hartigan of St. Paul, inspector of agents of the Equitable Life of New York and former Minnesota commissioner, invited all the conventioners to a luncheon Wednesday given by his company. Col. Joseph Button, president of the Union Life of Richmond, Va., who served as insurance commissioner of that state for 23 years and who was

(CONTINUED ON PAGE 8)

Moving Repeal Liquor Is Considered Great Hazard

ARE USING ARMORED CARS

Marine Companies Are Busy Endorsing Truckmen's Cargo Policies Excluding This Hazard

Many inland marine companies have been active in the last few weeks specifically excluding coverage on liquor shipments from truckmen's cargo policies due to the fear there will be a wave of hijacking following repeal of prohibition. There was some hijacking of beer trucks and shipments when 3.2 beer came in, this gradually tapering off due to the fact that values were not large. However, marine men point out that whereas the value of a truck load of beer rarely runs over approximately \$1,200, the value of a truckload of liquor may easily be \$12,000.

Limit Coverage to \$500

Some companies have been limiting the liquor coverage to \$500 on any one cargo, not making any extra charge for this protection. There are no definite rules as yet but some companies following this practice are reported to be charging an extra premium for all liquor coverage over the \$500 limits amounting to about double the regular rates.

An important point for agents and brokers to emphasize is that most truckmen and shippers are assuming that the liquor hazard is covered under the truckmen's policy, when in fact it is not, but specifically excluded. The action of the marine companies is intended to make doubly sure that the exclusion will be understood.

Great Hijacking Hazard

The greatest hazard of hijacking liquor shipments is not on long hauls, but on short runs in metropolitan areas, it is pointed out. In seaport towns this danger exists in carrying shipments from steamers to bonded warehouses and warehouses to customers. In inland towns it exists in moving liquor shipments from river lighters and railway freight cars to warehouses and from warehouses to customers.

A Chicago transfer company this week installed an armored car similar in size and equipment to the Brinks and other express company cars to be used in delivering liquor orders. This action is indicative of the hijacking hazard which exists in Chicago. So great is it there that most marine underwriters refuse to consider assuming the risk except when an armored car is used.

New I. U. B. Governing Group

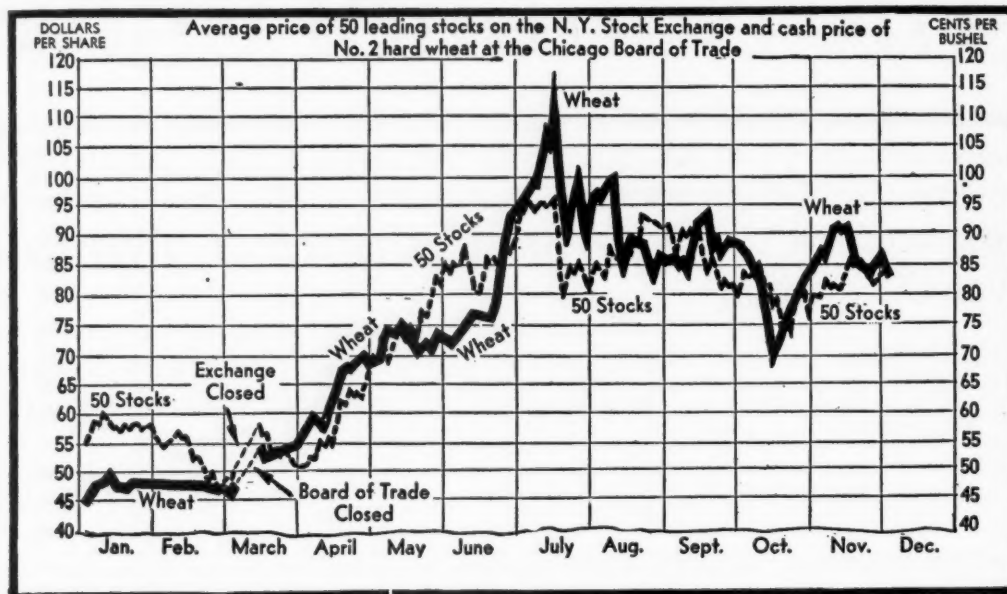
The appointive members of the new governing committee of the Interstate Underwriters Board are as follows: R. M. Bissell, Hartford Fire, George G. Bulkley, Springfield Fire & Marine, B. M. Culver, America Fore; Esmond Ewing, Travelers Fire; R. R. Martin, Atlas; W. Ross McCain, Aetna; J. Lester Parsons, United States Fire; Benjamin Rush, North America; C. F. Shallcross, North British & Mercantile; Paul B. Sommers, American of Newark; Alfred Stinson, Automobile, and Harold Warner, Royal-Liverpool.

In addition the governing committee includes presidents or chairmen of executive committees of the E. U. A., S. E. U. A., W. U. A., and Pacific Board.

T. A. Sharp Is Reelected

T. A. Sharp was reelected president of the Underwriters Board of Rochester, N. Y., at the annual meeting. L. C. Hock, vice-president, and Louis Hawes, secretary, were also reelected. New directors are: J. H. Farrell, C. R. Mowris, R. M. Markin, F. L. Greeno, Wellington Potter, H. E. Weisenbeck and H. R. Bacon.

Basis for Comparing Values on Nov. 1 Is Shown



In the decision of the National Convention of Insurance Commissioners as to a formula for valuation of securities in 1933 annual statements, the market on Nov. 1 of this year becomes significant. The value of stocks and bonds, for which amortization is not permissible will be the difference between the market values on June 30, 1931 and Nov. 1, 1933. The above chart is published through the courtesy of the Chicago "Tribune" showing the range of the

market because there will be much interest in the weight of Nov. 1 prices.

Markets Are Compared
An interesting comparison is the market on Nov. 1 and this week. The "Tribune" also publishes a table of averages each day showing the status of the market. The following table shows the values of 25 railroad stocks, 25 industrials and the average of the combined 50 stocks on Nov. 1, 1933, and Dec. 5, 1933:

25 railroads	29.19	32.37
25 industrials	124.26	148.50
50 stocks	76.72	86.43

On Nov. 1, 1932 the market on the 50 stocks was 52.96 and Nov. 1, 1931 it was 93.41.

The following table shows bond averages Nov. 1, 1933 and Dec. 5, 1933:

	Nov. 1	Dec. 5
Rails	65.82	64.64
Industrials	78.22	77.39
Utilities	72.77	72.85
Combined	70.66	69.88

National Board Action on 60-Day Clause Yet in Doubt

NEW YORK, Dec. 6.—When the executive committee of the National Board meets tomorrow one of the most important subjects to be taken up will be the suggested modification of its 60-day deferred loss payment rule. The proposed change is that claims up to \$1,000 each be approved for payment upon adjustment.

What the decision of the committee will be is a matter of conjecture. Had the stock market shown any appreciable advance, there is little question that the proposed amendment would be sanctioned, but in the present condition of securities the matter is in doubt. Some prominent managers hitherto known to favor the change are credited with having altered their views recently.

The St. Louis court of *Cats Meow* will give a New Year's Eve party at the Hotel Statler.

Smith Names Members of E. U. A. Governing Committee

President H. V. Smith of the Eastern Underwriters Association has appointed members of the governing committee, they being R. M. Bissell, Hartford Fire; B. M. Culver, America Fore; C. C. Hannah, Fireman's Fund; John Kremer, North America; O. E. Lane, Fire Association; F. D. Layton, National Fire; R. R. Martin, Atlas; W. Ross McCain, Aetna; Edward Milligan, Phoenix of Hartford; J. Lester Parsons, United States Fire; A. R. Phillips, Great American; C. F. Shallcross, United States manager, North British & Mercantile; Paul B. Sommers, American of Newark; Harold Warner, Royal-Liverpool and R. H. Williams, Travelers Fire.

President Smith and Vice-president G. G. Bulkley are ex-officio members.

The *Conservative Agency*, Detroit, has been incorporated by N. P. Rossen, Leon Ginsburg and Abraham Schmidt.

Objective of Automobile Association Is Explained

NEW YORK, Dec. 6.—The National Automobile Underwriters Association is now endeavoring to harmonize the entire country automobile insurance wise so that there will be greater uniformity. It is taking up with the jurisdictional organizations the question of adopting such rules and practices of the National Automobile Underwriters Association as they can and making them mandatory. In this way the jurisdictional organizations become responsible for violations of automobile field and office practice. The Eastern Underwriters Association and the Southeastern Underwriters Association have both taken action. An effort is now being made to swing the Western Underwriters Association and the Pacific Board in line.

It seems to be the policy of the automobile association to nationalize the business to such an extent that territorial or special features will be eliminated. It seems impossible for the association itself to enforce its rules as they should be without the machinery of the jurisdictional organizations. A few weeks ago some of the officials visited Chicago to take up with the Western Underwriters Association's officers and governing committee the passage of such legislation to make the automobile association's rules mandatory.

It seems to be pretty well understood in the east that the so-called home rule of other days will not be resumed. The officials here contend that the sectional bodies feel that they have certain peculiar influences and factors that have to be considered and they should be given greater authority in dealing with their own bailiwick. However, the claim is made here that this brings in a lack of uniformity that is not conducive to progress. The automobile association is therefore urging these jurisdictional bodies to go as far as they can in adopting its rules so that there will be uniformity the country over.

THE WEEK IN INSURANCE

Idea of setting up security bureau of insurance commissioners convention is rejected at meeting of state officials in New York. **Page 1**

Insurance commissioners adopt formula for valuation of securities in 1933 statements. **Page 1**

Agents aroused over CCC action on cotton coverage. **Page 1**

Companies are bulletined on plans for continuance of World Fair Insurance. **Page 3**

Western department of the Eagle Star & British Dominions and Lincoln Fire is being removed to New York and H. G. Casper is made assistant United States manager. **Page 3**

Danger of hijacking repeal liquor so great armored cars are being used for deliveries; marine companies exclude hazard from truck cargo policies. **Page 2**

Objectives of National Automobile Underwriters Association are explained. **Page 2**

National Association of Insurance Agents completes committee lineup. **Page 4**

Insurance Federation of America reelects H. H. Wadsworth president at annual meeting. **Page 25**

General Manager Roebber of National Compensation Council in annual report telling of new advanced rate scale nationwide. **Page 27**

Million dollar blanket bond for large New York bank goes to London Lloyds. **Page 25**

C. W. Hobbs reports to commissioners in New York meeting on workmen's compensation problems. **Page 25**

Eagle Star's Western Office to Be Moved to New York

CASPER WINS ADVANCEMENT

Present Head of Operations Centered at
Chicago to Become Assistant
U. S. Manager

Announcement is made this week that the western department of the Eagle Star & British Dominions and of the Lincoln Fire, now located in Chicago, early next year will be combined with the United States management of those companies at 90 John street, New York.

Harry G. Casper, who, for six years, has been associate manager in charge of the western department, will be transferred to New York as assistant United States manager. The present United States managers are W. A. Blodgett and O. F. Wallin. George W. Blossom recently retired as one of the United States managers.

In addition to supervision of the middle western business, Mr. Casper will have other responsibilities in New York.

Cook County Office

The field force in the 14 states now reporting to Chicago will be maintained with little, if any, change and will probably be augmented soon. The Cook county and brokerage service office will be established in the Insurance Exchange building, Chicago, and will be equipped to render the same service which has heretofore been rendered by the western department. Such employees of the western department as can be used in the east and who desire to make the change, will be offered the opportunity to move, a generous provision being made for those whose services are being discontinued.

Mr. Casper was born in Mobile, Ala., and his first business experience was in an advertising firm, which took him to Chicago. In 1904 he obtained employment as clerk in the Cook county department of the Home of New York and was later made special agent for that company in southern Illinois. Three years later he joined the Great American as southern Illinois special agent under State Agent Walter E. Miller and subsequently succeeded Mr. Miller as state agent.

In 1919, Mr. Casper left the company ranks to enter the local agency business in Peoria, Ill. In 1922 he rejoined Mr. Miller, as assistant manager of the Westchester. In 1927 he joined Fred S. James & Co. and was made assistant manager in the western department under Mr. Miller and when Mr. Miller died, he became associate manager in charge of the department.

Loss Payments, Balance Reports Are Discussed

Problems facing the fire insurance business were reviewed by F. A. Gantert, vice-president and general manager of the Fidelity & Guaranty Fire, before a meeting of the Kentucky Fire Underwriters Association at Louisville. In considering the advisability of the continuance of the deferred payment of losses, Mr. Gantert said that the reduction in fire losses in 1933 was not fully accountable for, although some accredited it to the deferred loss payments. Some contend that the discontinued cash payments caused the public to realize that the insurance companies are taking precautions to investigate fires and insisting upon more careful adjustments.

Mr. Gantert does not believe that the deferred payment plan will work any hardships or cause any serious sales resistance although there are some who take exception. The vast majority of losses are not involved under the pres-

(CONTINUED ON NEXT PAGE)

Former Secretary of the E. U. A. Is Dead



R. G. POTTER

R. G. Potter, who retired as secretary of the Eastern Underwriters Association at the close of 1932, died at his home in East Orange, N. J., last Sunday, following a brief illness. Funeral services were held Dec. 5.

Soon after graduation from Brown University, Mr. Potter entered the fire insurance field, serving successively the Sanborn Map Company, Middle States Inspection Bureau, as special agent in western New York for the Great American, secretary of the Underwriters Association of New York State, secretary of the Eastern Union and its successor, the Eastern Underwriters Association.

He will best be recalled for his long connection with the Underwriters Association, when that organization had jurisdiction over New York state outside the New York City and New York suburban territories. In the course of the years many men now holding high positions in the business received their training under his supervision.

When he retired from active business life, some 40 former employees, including several company executives, honored him with a complimentary dinner.

Achenbach Reelected Head of Western Hail Body

W. N. Achenbach, western manager Aetna Fire, was reelected president, all other officers were reelected, and all executive committeemen, whose terms were expiring, were reappointed at the annual meeting of the Western Hail Association in Chicago, Monday. Vice-president is John A. Campbell, vice-president of the Home, and secretary, W. H. Lininger, western manager Springfield F. & M.

Members of the executive committee who were reappointed were W. D. Williams, Security of New Haven, John M. Thomas, National Union, A. G. Dugan, Hartford, and E. A. Henne, America Fore.

Minor rate adjustments in North Dakota, Minnesota and Nebraska, as recommended by the advisory committee, were adopted. Total hail premiums of members of the association in 1933 amounted to \$2,682,862 and losses \$1,504,000. Total premiums last year were \$1,743,194 and losses \$1,056,000.

The Pacific Coast Hail Conference is meeting in Spokane, Dec. 8-9. W. D. Rasmussen of Portland, state agent for the Home, is president of the association and C. F. Laude of Spokane, superintendent Rain & Hail Bureau, secretary. There will be present from Chicago Jacob Nelson, hail superintendent America Fore, John Peterson, Great American, and S. K. Bjornson, Rain & Hail Bureau.

Plans for New World Fair Coverage Are Shaping Up

COMPANIES ARE BULLETINED

Total Amount of Insurance at Outset
Would Be About \$3,250,000,
According to Plan

The principles and main facts contemplated for continuance and increase of the insurance on the Chicago world fair are outlined in a bulletin to member companies from the World's Fair Underwriting Association.

The original cost of the main buildings and structures owned by a Century of Progress was about \$7,500,000. Due to increased cost of labor and construction, the replacement cost today is estimated at \$8,500,000. The maximum amount of insurance originally issued by the World's Fair Underwriting Association was about \$5,000,000, which has now been reduced to 5 percent of that sum. The association contemplates a renewal of this insurance to expire at the close of the 1934 exposition, approximating in the sum of \$2,250,000 or about 50 percent of the original amount of the insurance.

Beginning with the opening of the fair on June 1, 1934, the amount of insurance will be rapidly reduced so that the liability will decrease as the fair progresses and terminate entirely with the closing of the fair. The expectation is that an exemption of first loss between now and June 1 will be applied to the tornado insurance so the companies may not be required to pay numerous small tornado claims during the winter months. Due consideration will be given to the question of rate advance.

One of the main protections contemplated will be through a clause to provide, so far as partial and total losses are concerned, that no liability other than for clearing of wreckage will exist on the part of the company unless the property is repaired or restored and then only for the amount of money expended by the assured for such purposes.

There appears to be no logical reason why the companies at this time should issue anything but a straight indemnity contract, which will secure the owners of the property against the necessity of further investment of capital as a result of fire or tornado. The pool does not contemplate reimbursing the owners for money previously expended and if a structure is destroyed and not rebuilt the company shall not be required to assume any losses other than a stipulated percentage for clearing away of wreckage and putting the grounds in order.

Because of the reduced amount of insurance on buildings, the attorneys in fact may be requested to issue insurance against the advance payment of exhibitors' rents in the sum of \$1,000,000, contingent upon the owners being required to return advance charges to exhibitors. The total liability therefore will be about \$3,250,000.

Insurance "Ad" Conference Holds Session in New York

NEW YORK, Dec. 6.—The Insurance Advertising Conference held an informal meeting here this week with a large attendance. J. E. Benedict, Metropolitan Life, presided over a joint meeting of life, fire and casualty members. H. E. North, vice-president Metropolitan Life, outlined the plans for "Financial Independence Through Life Insurance" week next March, which are to give out facts to educate the public to the value of insurance. A. H. Reddall, Equitable Life of New York, introduced a resolution, which was adopted, to give full cooperation to the movement.

Folowing the luncheon, B. C. Forbes of "Forbes Magazine" spoke.

Transferred to N. Y. as Assistant U. S. Manager



HARRY G. CASPER

Harry G. Casper becomes assistant United States manager in connection with the removal of the western department of the Eagle Star & British Dominions and Lincoln Fire from Chicago to New York. Mr. Casper has been associate manager in charge of the western department at Chicago.

New Code for Retail Auto Studied by Insurance Men

NEW YORK, Dec. 6.—Companies writing automobile fire and allied covers are decidedly interested in the provisions of the NRA code governing the activities of the motor vehicle retail trade which became operative Dec. 1. For the guidance of its membership the National Automobile Underwriters Association has issued a bulletin noting the code sections dealing with used car allowances and the elimination of discounts hitherto allowed to underwriters. Under the new regulations car dealers will be furnished each 60 days with allowances to be granted for each model of used car and no grant in excess thereof will be permissible. This requirement will stabilize the used car market and effectively put an end to the competitive bidding previously indulged in, which resulted in putting over 90 percent of the dealers in the red in recent years. The net effect of the elimination of discounts will be to materially increase the cost of replacements and repairs by insurance companies, which heretofore have been allowed concessions by many dealers in consideration of the volume of business turned over to them by the underwriters.

Automobile insurance executives are waiting to see how quickly the dealers will apply the discount provision. There have been indications that some of the dealers and independent shops will make a bid for business by charging the full price for parts in repairing automobiles, but will reduce the labor item, so that the insurance companies will, in fact, be given a discount. Of course, this practice may result in protests to the NRA authorities.

Michigan Accepts Marine Ruling

LANSING, MICH., Dec. 6.—The Michigan department has notified the companies of its acceptance of the commissioners' definition and interpretation of marine coverage. Outstanding policies not conforming with the interpretation are being allowed to run until the normal anniversary if written on an annual basis or until the next anniversary of issue where term or open.



Indemnity Insurance Company of North America

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All Modern Coverages

*Combination Automobile Policy, Combination
Residence Policy and Complete Golfer's Policy
issued jointly with allied fire companies.*

Committee Lineup Complete



W. P. FISCHER, West Palm Beach
Chairman Prevention Committee



ALBERT DODGE, Buffalo
Chairman Publicity and Education

NEW YORK, Dec. 6.—With the appointment of its publicity and education, legislative, fire and accident prevention, automatic cancellation and finance committees, the National Association of Insurance Agents has completed its committee designations for the present fiscal year; the personnel of the local board and membership committees having already been made public. The new appointees are:

Publicity and education: Albert Dodge, Buffalo, chairman; P. S. W. Ramsden, Oakland, Cal.; Scott Nixon, Augusta, Ga.; J. S. Pearce, Tulsa, Okla.; J. A. Tift, Philadelphia, and G. R. Roberts, Chicago.

Legislative: W. A. Reisert, Louisville, chairman; P. B. Hosmer, Chicago; C. T. Monk, Philadelphia; H. J. Thielen, Sacramento, Cal.; Holmes

Meade, Topeka, Kan.; P. H. Ware, Minneapolis; C. E. Freese, Detroit; A. M. Mead, Montgomery, Ala.; A. L. McCormack, St. Louis; A. J. Smith, New York City, and Harvey Wells, Portland, Ore.

Fire and accident prevention: W. P. Fischer, West Palm Beach, Fla., chairman; W. G. Hurtzig, Morristown, N. J.; L. F. Fuelbier, Quincy, Ill.; J. C. Nicholson, Winston-Salem, N. C.; F. C. Tardy, Dallas; Homer Lipps, Lewiston, Ida.; J. W. Oliphant, Chattanooga, and T. C. Cheney, Morrisville, Vt.

Automatic cancellation: James L. Case, Norwich, Conn., chairman; G. Mabry Seay, Dallas, and Clyde B. Smith, Lansing, Mich.

Finance: Frank T. Priest, Wichita, Kan., chairman; Fred B. Ayer, Cleveland, and E. E. Goodwyn, Emporia, Va.

Attorney General's Ruling on Missouri Tax Lien Law

An opinion has been rendered by Assistant Attorney General Waltner of Missouri on the application of the so-called tax lien law of that state, which does not altogether solve the problem. The law provides that in the event of destruction by fire or windstorm of any property, against which taxes were levied, the lien of such taxes shall attach to any insurance recovered. There is provision that if the county collector believes the destruction of the building would not prejudice the collection of taxes, he may be authorized to waive the lien. The Missouri insurance department inquired of the attorney general whether this section applies to small claims for loss or damage to buildings, regardless as to whether the building was totally destroyed.

The attorney general suggests that if the collector erroneously decides that there is no lien for loss, he would be responsible on his bond for the collection of the taxes in the event they were not recovered. On the other hand, if he erroneously determines the lien to exist on the insurance money when in fact the loss did not amount to a destruction within its technical definition, he might subject himself to a lawsuit to sustain judgment. However, the attorney general states that the legislature could not have intended to place upon the collector this double responsibility or the duty of judicially determining in each case whether any lien existed on the insurance money.

If the loss is negligible the collection of the taxes could not be jeopardized. It was intended that the collector

Loss Payments, Balance Reports Are Discussed

(CONTINUED FROM PAGE 3)

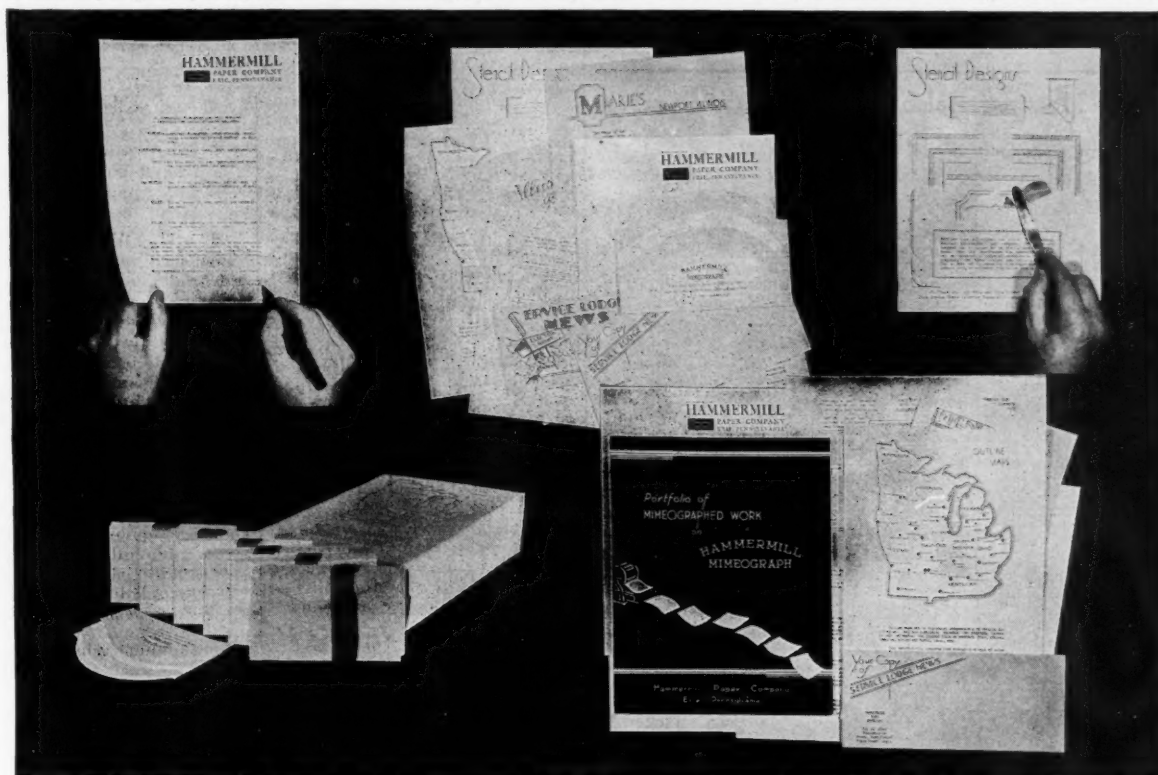
ent rule and it is also evident that the cash position of the insurance business is not a paramount issue because of the aggregate of the claims being held back is not large.

In reviewing the ruling regarding the reporting of 90 day delinquent agency balances, Mr. Gantert said that the insurance business has become oversupervised. "The states tell us whom we may appoint as agents, may prescribe what rate we should use, and hamper development by ill advised legislation restricting coinsurance and cause waste by duplication of policy forms and contracts." Although the balance situation has been troublesome the actual percentage of loss is almost negligible, said Mr. Gantert.

should waive the lien given in such case. The only sensible application that could be made of this law is for the collector to waive the lien for the taxes when the amount of the loss is small or inconsequential. It is difficult to perceive that a \$5, \$10 or \$25 loss would jeopardize the payment of taxes under any circumstances. Of course this is a matter for each collector to determine and upon which he should exercise his best judgment.

"It is the opinion of this office that destruction as used in the section is synonymous with the word loss and that the lien for taxes exists for any loss whether partial or total," the opinion concluded.

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NEWS OF FIELD MEN

Plan for the 1934 Meeting Celebrate 40 Years' Service

Nebraska Pond Names Committees and Lays Ground Work for Blue Goose Rally

L. H. Bridges of Chicago, most loyal grand gander, and C. P. Helliwell of Milwaukee, grand yelder, attended a stag party of the Nebraska Blue Goose in Omaha to help lay the groundwork for the annual meeting of the order in 1934, which will be held in Omaha, Aug. 21-23.

A permanent general committee was appointed, consisting of E. L. Crellin, America Fore, chairman; R. E. Glass, Western Adjustment, W. P. Blinn, Nebraska Rating Bureau, S. L. Gardner, Morrison general agency, C. U. Hendrickson, Home, P. K. Walsh, publicity bureau, W. C. Lyle, St. Paul F. & M., A. H. Brown, Springfield F. & M., and H. W. Lindquist, Aetna Fire. E. V. Neuberger, Hartford, is secretary of the committee.

An additional group, styled the home office and general agents' committee, was named, the members being J. E. Foster and H. W. Ahmanson of the National American and B. A. Jochen and Denman Kountze, National Security.

Chairmen of sub-committees are: P. K. Walsh, entertainment and publicity; S. L. Gardner, transportation and reception; W. P. Blinn, credentials and registration; W. C. Lyle, hotels; C. U. Hendrickson, finance; R. E. Glass, golf; Mrs. C. U. Hendrickson, ladies' committee.

The plan is to appoint on the entertainment committee ganders from the Colorado, Kansas, Dakotas, Iowa, Heart of America and St. Louis ponds.

Signal Honor Paid to C. A. Cook, Indiana State Agent Fidelity-Phenix Farm Department

C. A. Cook, Indiana state agent of the Fidelity-Phenix farm department, was given a surprise luncheon Monday in honor of his 40th anniversary in that connection. Some 40 agents of the farm department in the state were in attendance, while a large packet of letters and telegrams carried the congratulations and good wishes of as many more who could not attend. M. B. Radcliff, Indiana special agent, had charge of arrangements and E. A. Henne of Chicago, vice-president America Fore, who was present with Mrs. Henne, presided at the good fellowship session which followed the luncheon. On behalf of the agents O. E. Anderson of Mooresville presented Mr. Cook a handsome wrist watch.

Mr. Henne spoke in high appreciation of the record made by the Fidelity-Phenix farm department during Mr. Cook's 40 years of field service. From a modest beginning of less than \$100,000 premiums from farm business in the state, a peak of \$568,000 was reached in 1925 and the total is now close to \$500,000. The business has been profitable, he said, the highest loss ratio in any one year being 54 percent and substantially below that in other years. Commenting on present conditions, Mr. Henne said that he confidently believed we would do as the English have the reputation of always doing—"muddle through somehow."

Mr. Cook told of the early history of the farm department, which was founded in 1880. A short time later his brother

joined the founder, Mr. Goodwin, as Goodwin & Cook, with head offices in Evansville. He himself joined the agency in 1893. He had appointed many of those in the room as agents 25 years ago and several from 30 to 36 years ago.

E. T. O'Brien to Take Ohio

Automobile of Hartford Is Sending Home Office Man to the Buckeye State

Edward T. O'Brien, who is connected with the underwriting department at the head office of the Automobile of Hartford, has been appointed Ohio state agent and will take his new position the first of the year. He succeeds the late G. A. Garrett. He started as a clerk in the Automobile's office and passed through the various desks, becoming one of the examiners. Recently he has been assisting Assistant Secretary C. T. Hubbard. His office will be in the Leader building at Cleveland. Frederick Holmquist will continue as special agent. The field men also handle the Standard Fire of Hartford and Automobile Underwriters.

America Fore Virginia Lineup

M. B. Warren is now supervising Virginia for the Niagara as well as for the Continental, for which he has been state agent for a number of years. The American Eagle, another of the America Fore companies, has been placed under the supervision of P. F. Brown, Jr., who has heretofore supervised Virginia for the Fidelity-Phenix alone. For several years R. A. Chenery has had the American Eagle and Niagara in Virginia.

Cleveland Field Club Elects

At the November meeting of the Fire Insurance Field Club of Cleveland, C. E. DuCharme, Northern of New York, was reelected chairman. A committee on arrangements was named including Mr. DuCharme, J. M. Shaw, Ed Leighton, B. O. Evans and O. F. Gibbs. At the next meeting Dec. 18, E. O. Tomson, state agent North British & Mercantile, will talk on "Agency Organization." Bert Evans, Glens Falls, will speak Jan. 15 on "Sales and Contacts."

Big Program in Peoria

The executive committee of the Illinois Fire Underwriters Association has decided to hold the semi-annual meeting of the organization at the Jefferson hotel in Peoria, Jan. 17. The Blue Goose will conduct an initiation in Peoria that evening and will establish a down state puddle. The Illinois Field Club will also hold a meeting in Peoria on that day.

Police Inspector Is Speaker

Inspector D. J. O'Neill of the San Francisco police department, in charge of the bureau of identification, addressed the San Francisco Blue Goose at the luncheon Dec. 4. Chief Engineer Charles J. Brennan of the San Francisco fire department will speak at the annual Christmas celebration luncheon Dec. 18.

Ohio Blue Goose Dance

COLUMBUS, O., Dec. 6.—The Ohio Blue Goose held a dinner dance here Monday night. Among the guests were Chester Barnard, former manager of the Western Adjustment at Cleveland, who now resides at San Francisco, and Fred W. Ransom, formerly assistant manager of the Providence Washington's western department.

C. F. Thomas at Indianapolis

C. F. Thomas, manager Western Underwriters Association, attended the meeting of the Indiana Fire Underwriters Association at Indianapolis Monday,

Lack of Action on Code Chagrins Agency Leaders

NEW YORK, Dec. 6.—Leaders of the National Association of Insurance Agents meeting here are disappointed that its entire executive and code committees are not present here this week to negotiate with the companies on a program of self-regulation without government interference. The three committees of company representatives were not able to make a report and the delay is causing some solicitude on the part of the leaders, who regarded the injunction at the Chicago convention to prepare and file the code without delay.

Secretary W. H. Bennett opened official headquarters at the Pennsylvania where the insurance commissioners met. President Allan I. Wolff came on from Chicago, E. J. Cole, executive committee chairman, from Fall River, Mass., James L. Case, chairman automatic cancellation committee, from Norwich, Conn., G. W. Carter from Detroit and K. H. Bair from Greensburg, Pa.

J. H. Gausepohl, president Kentucky Association of Insurance Agents, memorialized National association headquarters and all state association presidents this week, urging that there be no further delay in filing a code, stating that the agents had given the companies sufficient time to agree on a plan of action.

taking up the balance rule problem and other questions.

Haines Changes Headquarters

Headquarters of W. N. Haines, who travels Indiana and Illinois outside of Cook county for the Twin City Fire, are being changed from Indianapolis to Chicago. Mr. Haines will thus be closely associated with C. D. Mackenzie, who travels Cook county, Michigan, St. Louis and some of the eastern Iowa territory for the same company, with headquarters in Chicago.

Minnesota Pond Gives Dance

The Minnesota Blue Goose held its first dance of the winter season Friday evening in Minneapolis. Arrangements were made by John E. Jackson, state agent Home of New York, wielder of the Minnesota pond.

Auxiliary Given Charter

The Wisconsin Women of the Blue Goose was presented a Wisconsin home nest charter as an auxiliary of the Blue Goose International by H. C. Busack, past most loyal gander, at the monthly meeting in Milwaukee.

McKay With British Oak

E. McKay, for some years in the Ontario field for the Great American, has been appointed superintendent of agencies for Ontario for the British Oak, with headquarters in Toronto.

Audit Bureau Discussed

The San Antonio puddle of the South Texas Blue Goose discussed the Texas Audit Bureau at its luncheon meeting, with an improved attendance. Fred Crawford, agency superintendent of the Great American, was a special guest.

The Wisconsin Blue Goose is holding a night club party Dec. 9.

Agency Identification Line

The Home Owners Loan Corporation, in response to a request from J. H. Doyle, general counsel for the National Board, has agreed to have an agency identification line included in future printings of its mortgage clauses. Furthermore, the corporation will have the identification added to the mortgage clauses that are on hand.

Inasmuch as the filing of fire insurance companies is done by agencies, there is considerable inconvenience if the location of the agency is not identified.



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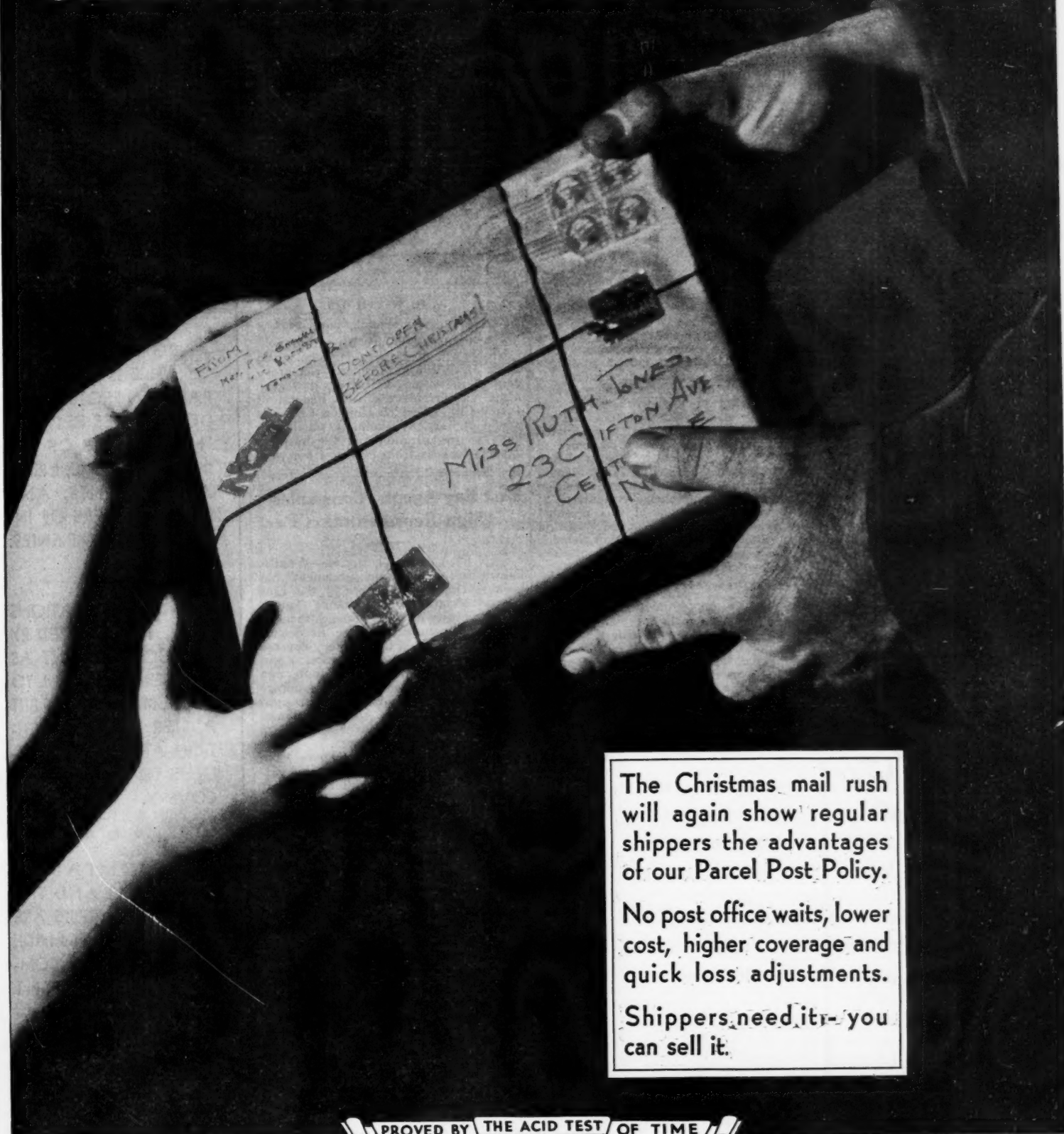
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The Christmas mail rush will again show regular shippers the advantages of our Parcel Post Policy.

No post office waits, lower cost, higher coverage and quick loss adjustments.

Shippers need it - you can sell it.

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THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane.



of Insurance Companies

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY
ERNEST STURM, Chairman of the Board
BERNARD M. CULVER, President

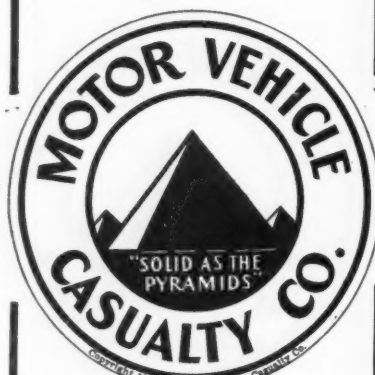
New York, N.Y.

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Illinois
A STOCK AUTOMOBILE
COMPANY

Under same management for the past
18 years.
Organized in 1914 as Motor Vehicle
Underwriters. Organized as Motor
Vehicle Casualty Company in 1930.

Securities Bureau Plan Is Deferred

(CONTINUED FROM PAGE 1)

secretary of the convention for a long time, was called on for some remarks.

W. J. Dawson of South Dakota, the only commissioner appointed since the last meeting, was introduced. There was a short open session late Tuesday afternoon when the report of the valuation committee was read and adopted. There was a long executive session Tuesday morning occupied by State Auditor J. D. Talbot of Kentucky, embittered and vitriolic, who made an attack on the Missouri State Life deal, declaring that for years back there has been a shameful exploitation of its resources. At the executive session Tuesday afternoon Superintendent O'Malley of Missouri defended the course followed since he took office last June, leading to the Great American Life entering into a contract whereby it took charge of the Missouri State Life business.

One of the big questions engrossing the attention of the valuations committee was the project proposed by Commissioner Dunham of Connecticut whereby special machinery was to be set up for the valuation of securities of all kinds and the analysis of company portfolios. The plan proposed a special committee of six commissioners appointed by the president who would have charge of this work. The cost per year would be \$100,000, to be assessed on companies on a graduated plan, the highest fee per company to be \$300. The work would be in charge of a manager. The commissioners would thus have access to security valuation data and a comprehensive analysis at any time. The proposal was defeated by a vote of six to five in the valuation committee, Superintendent Van Schaick of New York, chairman, casting the deciding vote.

Bronched Too Suddenly

Evidently the commissioners although seeing much value in the plan felt that it was sprung too suddenly and they had not had sufficient time to give it proper consideration. There was some question on the part of some commissions as to what was back of the movement and others felt that too much power was lodged in the hands of the committee chairman and the manager. The plan was ably drawn up. Commissioner Dunham had the chief men of his securities division, G. W. Carroll, J. M. Greenman, and E. F. Garvin present as consultants.

Col. Dunham's conservation committee which is looking into the expenses of insurance organizations held meetings Monday and Tuesday. His associates are Pope, Texas; Van Schaick, New York, and Warner, Ohio. Other committees that held meetings were: Compensation, Pope, Texas, chairman; unauthorized insurance, Sullivan, New Hampshire, ranking member present; laws and legislation, Warner, Ohio, chairman.

The special committee acting with the New York department on the old National Surety obligations met with the department representatives Tuesday evening. The committee on laws and legislation tabled a motion to condemn the Simmons municipal bankruptcy bill now before congress.

Liquidations Committee Reports

Director of Commerce Tangeman of Ohio, chairman interstate liquidations and reorganization committee, said further study will be necessary but the committee will reach some definite conclusions for action by the executive committee, for the benefit of the proper committee in Congress discussing this subject, by the middle of January.

E. A. Smith of Utah for the accident and health committee urged some standard in writing reimbursement policies for medical cost. The committee took the policies of nine bureau compa-

(CONTINUED ON PAGE 29)

Starting to Build



A. H. WITTHOHN

The activities of Chubb & Son in the fire insurance field are attracting considerable attention these days, inasmuch as A. H. Witthohn, formerly vice-president of the Globe & Rutgers, has been made vice-president of the Federal of Jersey City, of which Hendon Chubb is president. Mr. Witthohn is starting to build an organization and the business expects to hear from him in a big way.

East Bay Agents, Companies Sign Representation Pact

SAN FRANCISCO, Dec. 6.—What is known as the "coalition agreement" has been reached by members of the East Bay Association of Insurance Agents and a majority of the companies through which the companies agree to decline business on risks in the territory covered by the association unless local agent members of the association countersign the policy; the agents agreeing not to represent companies who are not signers of the agreement. The companies further agree not to appoint agents who are not association members.

While all association members have not yet signed the agreement as individuals the understanding will become effective immediately upon this task being accomplished.

The proposition was developed with companies individually instead of through the Pacific Board and when all association members have signed up it will be similar to an agreement between company and agent, supported, however, by the general understanding in writing and signed by the association officials together with individual companies. This matter originated through complaint made by East Bay agents that salaried employees of San Francisco company offices were receiving commission on risks located in the local agents' territory.

Dungan's Father Critically Ill

T. R. Dungan, Indiana state agent of the Fidelity-Phenix, was called to Oak Park, Ill., Sunday by the critical illness of his father, C. P. Dungan. The mother is also reported to be ill, but not as seriously ill as the father.

Iowa Probe Proposed

A resolution has been offered in the Iowa legislature for an immediate investigation of the state insurance department.

L. J. Thiessen, who founded the Troy Insurance Agency, Troy, N. Y., 40 years ago, and later in partnership with O. J. Rail of that city, died last week.



NATIONAL UNION FIRE INSURANCE CO.

INCORPORATED 1901

PITTSBURGH, PA.

ORGANIZED INSURANCE IS BETTER PREPARED TO PROTECT AND DOES BETTER PROTECT THE INTERESTS OF THE INSURING PUBLIC, INSURANCE AGENTS, AND STOCKHOLDERS OF INSURANCE COMPANIES.

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TRADE ASSOCIATIONS ARE RECOGNIZED BY THE GOVERNMENT AS NOT BEING INIMICAL TO THE PUBLIC INTEREST BUT FOSTER FAIR COMPETITION AND ARE A STIMULUS TO BUSINESS RECOVERY.

• • •

THE COMPANIES BUSINESS AND THE AGENTS INTERESTS ARE STABILIZED AND MADE MORE SECURE BY COMPANY AND AGENT ORGANIZATIONS.

A GOOD AGENCY COMPANY

CHICAGO NEWS

REALTORS PROTEST CHARGE

A number of real estate brokers in Chicago, who also transact an insurance business, are just finding out about Illinois house bill 538, which was passed last year. This bill canceled the provision which allowed a real estate broker to get an insurance broker's license for \$5 or one-half the usual charge. Protests have been launched by a number of real estate men and there may be some agitation in favor of a bill to reinstate the old privilege.

* * *

FELLOWSHIP CLUB LUNCHEON

The Wisconsin Fellowship Club, a group of insurance men now located in Chicago who once traveled in Wisconsin, is planning a special luncheon Friday, in view of the fact that in the evening is to be held the annual dinner of the Life Members Society of the Fire Underwriters Association of the Northwest. Invitations have been sent to all life members in Wisconsin to attend the luncheon. Henry Dalton, adjuster, is president of the fellowship society. The secretary is P. C. Metzger, London & Lancashire. Among the other members are Clarke Munn and Paul Lang, Cook County Loss Adjustment Bureau; E. G. Frazier, Springfield; A. D. Yeaton, New Hampshire; W. H. Gartside, Fireman's Fund; A. R. Marks and E. F. McAdow, Great American; George Schweers, Glens Falls; C. E. Wheeler, Hartford; M. L. Hegler, Western Factory, and Ralph Woltersdorf, Atlas.

* * *

INSURANCE VETERAN DIES

J. J. Coffey, 63 years of age, veteran Chicago insurance man, is dead. He had been associated with the George Hermann & Co. agency four years. Previously he had been a partner of Jacob M. Loeb in the agency of Loeb & Coffey, the nucleus of Klee, Rogers, Loeb & Wolff, in which Allan I. Wolff, president National Association of Insurance Agents, is a partner.

* * *

ESSIG TAKEN BY DEATH

George Essig, one of the real insurance veterans of Chicago, who started in business there in 1884 with George M. Harvey & Co. as a member of the firm and had been connected with John Naghten & Co., Chicago agency, since 1900 and secretary of the Metropolitan Fire, whose home office is in the same agency, since 1903, died after an illness of five months. He had been an intimate of many leaders in Chicago insurance during the last 50 years. Mr. Essig was active in insurance until his death at the age of 73.

Agents Aroused
Over CCC Action

(CONTINUED FROM PAGE 1)

CCC committee which conferred with the agents acknowledged that several thousand agents were represented, belief was expressed that none of the agents was qualified to handle the account as a broker of record. Preliminary negotiations with the CCC committee indicated that it might consider a division of the commission between a broker it selected and the agents.

Suggest W. E. Harrington

Although the agents' committee was not enthusiastic about the proposition, it continued negotiations and submitted the name of W. E. Harrington of Atlanta, Ga., president of the National Association of Insurance Agents, as a broker to handle the cotton account. Although the CCC committee had no objection to Mr. Harrington, it would not consider his appointment. After the conference was ended the members of

the agents' committee were notified at their hotel that the business would be placed with three individual brokers and the agents might attempt to make some arrangements with them for a proportion of the commission. In concluding the report the committee said that it does not propose to submit to the loss of this business to the agency forces until it has exhausted every legitimate method of resistance. "Was justice done," it asked, "when the CCC committee freely conceded that the coverage offered by the agents, the rates to be charged and the service to be rendered was in every way at least equal to that offered by any independent broker?"

It is estimated that approximately 6,000,000 bales or half the anticipated cotton crop valued at \$300,000,000 will be affected by the CCC 10 cent a pound law. It is expected that the entire line will be written under general cover on a buyers' transit form of the Conference of Fire & Marine Underwriters. It is not the practice of this organization to pay overriding commissions.

Name New Ohio Secretary

COLUMBUS, Dec. 6.—Trustees of the Ohio Association of Insurance Agents at a meeting here Tuesday elected a new secretary but his name

will not be announced until next week, to enable him to arrange his private affairs.

P. H. Wilbour, 77, former Rhode Island insurance commissioner, died Sunday. He was active in public affairs all his life having been elected state senator, representative and state treasurer. He served for five years as president pro tem of the state senate and he was instrumental in having the general assembly pass a bill making mandatory the study of a fire prevention manual in the public schools, the first state, it is believed, to so require.

Plan your work and Work your plan

The architect plans before he builds.



The modern local agent, too, plans before he business-builds—by consulting his company's advertising department. And together they prepare plans which will increase and diversify his agency business by selling not only Fire, Windstorm, Automobile and other staples—but also the thirty-nine kindred lines written by this company.

Our agents are urged to consult our Advertising Department as to how to diversify their business along modern lines.

THE MERCANTILE INSURANCE CO. OF AMERICA

In addition to Fire we write:

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| 1 Rain | Trip Transit and Transportation Floater | 20 |
| 2 Leasehold | Physicians', Surgeons' and Dentists' Instruments and Apparatus: All Risks | 21 |
| 3 Earthquake | Explosion, Riot and Civil Commotion | 22 |
| 4 Registered Mail | Personal Effects (Tourist Floater) | 23 |
| 5 Engagement Ring | Agents' Contingent Commissions | 24 |
| 6 Wedding Presents | Supplemental Contract Cover | 25 |
| 7 Radium: All Risks | Unusual or "Freak" Covers | 26 |
| 8 Salesmen's Samples | Ocean and Inland Marine | 27 |
| 9 Fine Arts: All Risks | Windstorm and Tornado | 28 |
| 10 Rents and Rental Value | Errors and Omissions | 29 |
| 11 Profits and Commissions | Use and Occupancy | 30 |
| 12 Aircraft Property Damage | Bridges: All Risks | 31 |
| 13 Mail Package (Parcel Post) | Sprinkler Leakage | 32 |
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NEWS OF THE COMPANIES

Brown Retires From Service

Sweeney Succeeds Veteran as Assistant United States Manager of Caledonian—Bauerle Promoted

W. L. Brown, assistant United States manager of the Caledonian, is retiring Dec. 31, and will be succeeded by R. T. Sweeney, now general agent. C. J. Bauerle will be advanced to general agent, assuming underwriting jurisdiction over the eastern department. He will also assist the manager and assistant manager in an executive capacity.

Mr. Brown has been connected with the Caledonian for nearly 25 years, serving as underwriter, general agent,

and since July 1 as assistant United States manager. He has now reached the retirement age and has been granted an annuity.

Mr. Sweeney served the Caledonian first as assistant special agent in New England and as special agent in Kentucky and Tennessee. In 1929 he went to the home office to become general agent in charge of underwriting in the western, southern and automobile departments. Previous to his joining the Caledonian he was connected with two prominent Boston local agencies.

Previous to his connection with the Caledonian, Mr. Bauerle was trained in local agency work in North Adams, Mass., subsequently joining the National Fire of Hartford, which he served

as field man, department supervisor and general adjuster for a long period.

Central Manufacturers of Ohio Reinsures Affiliate

Announcement is made this week of the reinsurance of the Ohio Millers Mutual of Van Wert, O., by the Central Manufacturers Mutual of the same place. Both companies have been under the same management. C. M. Purmort is president of the Central Manufacturers and James S. Kemper was president of the Ohio Millers. Mr. Purmort was vice-president of the Ohio Millers.

As of Dec. 31, 1932, the Ohio Millers reported assets \$369,667, premium reserve \$232,910, and net surplus \$57,700.

Mr. Purmort stated that the affairs of the Ohio Millers were in splendid shape but the trend of the times is toward larger and stronger companies, with nation-wide service, and this consolidation assures better protection and service to old Ohio Millers' policyholders and agents.

The Ohio Millers started in 1886. Since 1927 it has been operating under the same management as the Central Manufacturers.

Record of 25 Years

The United Mutual Fire of Boston celebrated in November the 25th anniversary of its founding. A special silver anniversary sales contest was held during the month. In a book telling some history of the company, it is told that the suggestion for the company was made to Louis H. Liggett at a convention of druggists in 1908. Mr. Liggett says: "So while lunch was being served, I slipped out, borrowed \$100,000 and invested it in a guarantee fund for this company." For the year ending Aug. 31, 1933, its premiums were \$2,148,894. S. Bruce Black is vice-president and general manager. Assets Aug. 31, 1933, were \$3,528,000 and surplus to policyholders \$1,562,000.

Pilot Reinsurance Report

Capital of \$1,200,000 and net surplus of \$1,777,337 is credited to the Pilot Reinsurance in an examination by the New York department as of March 31, 1933. Total assets were \$4,273,288, premium reserve \$1,016,244. From Jan. 1, 1928, to March 31, 1933, the Pilot had an underwriting profit of \$599,133 and an investment loss of \$51,689. During that time,

\$1,020,000 was paid into surplus and \$300,000 transferred from capital to surplus. The gain from all operations was \$1,782,898.

National Security Buys Building

OMAHA, Dec. 6.—The National Security Fire, of Omaha, an affiliate of the North America, has bought the two-story brick building, formerly the home of the University Club, for a home office. The club merged with the Omaha Club about a year ago. Immediate steps will be taken to remodel the building.

The building, which was erected by an independent telephone company, is located at 1910-12 Harney street. It provides about five times as much space as that now occupied by the National Security at 314 South 19th street. The cost of the building was \$250,000. F. B. Johnson is president of the National Security, Denman Kountze is vice-president and B. A. Jochen is secretary.

A. N. Butler Vice-President

A. N. Butler has been elected a vice-president and director of the American Equitable. He recently joined the Corroon & Reynolds organization, previously having been connected with the New York department.

Company Notes

The National Retailers Mutual of Chicago has been licensed in South Dakota.

The Ohio Farmers has withdrawn from the state of Washington. It has been inactive there for several years.

The New Jersey Manufacturers Association Lloyds of Trenton has reinsured its business and discontinued operations. The institution was organized principally to reinsure risks of the New Jersey Manufacturers Association Fire.

To Address Investigators

W. O. Lincoln, New York metropolitan underwriter for the Fireman's Fund, on Friday is scheduled to address the Dun-Bradstreet organization, to give the investigators and reporters better understanding of what fire insurance people require of a mercantile reporting agency.

Former Gov. Hay Dies

Former Governor M. E. Hay of Washington, associated with his son Bruce Hay, well known local agent of Spokane, died of a heart attack in his 67th year.

MORE THAN Confidence IS BACK!

These last few months have seen a rebirth of confidence. The strain of the heartrending years is letting up. People are smiling again.

But more than confidence is back. Buying is back. Men are going to work. But, most important of all, good old-fashioned common sense has returned to once again rule a nation's buying habits. From now on people won't buy insurance because it's a bargain, they'll buy it because it's safe and sound. Unreliable insurance will suffer the same fate as the shoddy merchandise that flooded our stores until very recently. Sensible users of insurance will stop buying "bargains" from "poor Henry" or "poor Joe" and go back to buying insurance because it insures - and is serviced by capable agents. The sellers of "save-money" insurance will give way to the sellers of the "safe-money" brand.

These three companies have never altered their conviction that financial stability and soundness and fair loss settlements are the fundamentals of insurance. Send for a copy of the booklet, "Through the Years" that sets forth the records and condition of these companies and some of the principles that guide them. Now!

The
LONDON ASSURANCE

The
MANHATTAN
Fire and Marine Insurance Company

The
UNION FIRE,
Accident and General Insurance Company



99 JOHN STREET

NEW YORK

VIEWED FROM NEW YORK

By GEORGE A. WATSON

BROOKLYN AGENTS PROTEST

Appeal for relief from the practice of overhead writing of Brooklyn risks by agencies in Manhattan was presented by a special committee of the Brooklyn Fire Agents Association to the executive committee of the New York Fire Insurance Exchange at a luncheon last week. Previously a petition had been filed by the Brooklyn representative. The petition stated:

"The overhead writing of Brooklyn business by Manhattan agents and company local counters constitutes an unwarranted invasion of our territory and violates the fundamental principle of agents' territorial rights. Thus, we have not two but three representations for each company operating in our territory, depriving the Brooklyn agent of this sizable and important income."

The special committee of the Brook-

lyn agents is composed of W. J. Manning, W. F. Stanz, Frederick Stussy, Jr., F. S. Pendleton, J. F. Seekamp and S. J. Corsa.

* * *

INLAND MARINE MOVE UNLIKELY

Although the suggestion has been advanced that the National Board, through its actuarial bureau, compile loss statistics on inland marine lines, as it has been doing for fire claims for years, and several prominent companies are known to favor the idea, its adoption is unlikely for a variety of reasons, revealed when a somewhat similar proposition was considered a number of years ago.

In the first place some of the most important offices writing inland marine lines are not members of the National Board, and hence its returns would be very incomplete and of little value. Again, the National Board under its charter would be barred from supplying data to non-affiliated companies, such as it furnishes to member offices under "privileged communication" sanction.

That loss data on inland marine risks would be of distinct service to carriers, provided it were complete, is unques-

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Organization Management

tioned, and in the minds of managers generally the proper organization to undertake such compilation would be the Inland Marine Underwriters Association.

OPEN SWANSON-KENNY AGENCY

The Swanson-Kenny Agency has opened offices at Platt and Gold streets. This new organization, headed by Robert Swanson, is intended to continue the business of the Kenny agency, which failed a few weeks ago and was formerly headed by John A. Kenny, who died a year or more ago.

STUDY U. S. INVESTMENTS

For the purpose of studying the investment situation in this country H. H. Taylor, actuary, and F. A. Thompson, comptroller of the investment department of the Pearl of London, are visiting the United States headquarters of the company.

WITTHOHN NAMES ASSISTANTS

Two former Globe & Rutgers men have been added to the force of the fire department of Chubb & Son, which is in charge of A. H. Witthohn, who just recently left the G. & R. A. W. Taylor, who was connected with the Globe & Rutgers for 25 years, has been made city underwriter of Chubb & Son in the fire department and F. W. Wrenn, who was with the G. & R. for 16 years, has been made assistant to Mr. Witthohn.

Mr. Taylor had been local secretary of the G. & R. and Mr. Wrenn was underwriting assistant, having been trained by Mr. Witthohn. Mr. Wrenn left the Globe & Rutgers early this year to join the New York office of the Fire Association.

FRENCH WITH INTER-OCEAN

E. C. French, who was formerly vice-president and underwriting manager of the American Fire & Marine of Galveston and later vice-president of the American Indemnity, has become connected with the eastern department of the Inter-Ocean Reinsurance, assisting Alonzo Church of New York City, who is in charge of the eastern business. Mr. French is the contact man and is visiting the companies throughout the territory.

KELLER MARINE MANAGER

F. A. Keller, formerly in charge of inland marine for W. H. McGee & Co., has opened an inland marine office at 116 John street, New York. He will act as manager of the inland marine department of the Potomac and will also represent the Northwestern National and New York Fire. Mr. Keller at one time was connected with the North America.

GENERAL AGENCY NAMED

Willis-Hanssler & Co., 80 John street, New York, has been appointed metropolitan and suburban general agent for the Pearl of London.

Recommends Refusal to Pay Automobile Scorch Claims

NEW YORK, Dec. 6.—Recommendation has been made to members by the National Automobile Underwriters Association that liability for scorch claims be denied. The action is similar to that taken by the National Board some time ago in respect to the general fire field. As a matter of fact, most of the companies have been discouraging scorch claims under automobile fire policies, just as they have been discouraging the payment of scorch claims generally.

As a result of the agitation against paying cigarette and scorch claims, the companies are receiving far fewer requests for payment. Many of these claims apparently are being turned down at the source and never reach the companies. The public gradually is being educated to the fact that the claims are not being recognized.

Automobile scorch claims have been

numerous, due to the scattering of cigar and cigarette sparks in the wind and the bounding back into the car of stubs, which are flicked towards the windows.

N. D. Hail Department Head Confesses Misappropriation

Coincidentally with the announcement by Attorney General Sathre of North Dakota that E. J. Heising, manager of the North Dakota hail department, had confessed to misappropriating \$1,350 of the department's funds, national guardsmen were stationed in the offices of the

department to prevent entrance of anyone not having a permit from the governor. Business was suspended in the department on Saturday, but the guards were withdrawn Saturday evening.

A special examiner, Fred Cathro, in making an examination of the hail department's books, reported that the endorsements on some of the warrants seemed suspicious. Governor Langer later announced that signatures of two farmers had been forged to warrants totaling \$1,350.

The audit is being completed to determine whether there are any other irregularities.

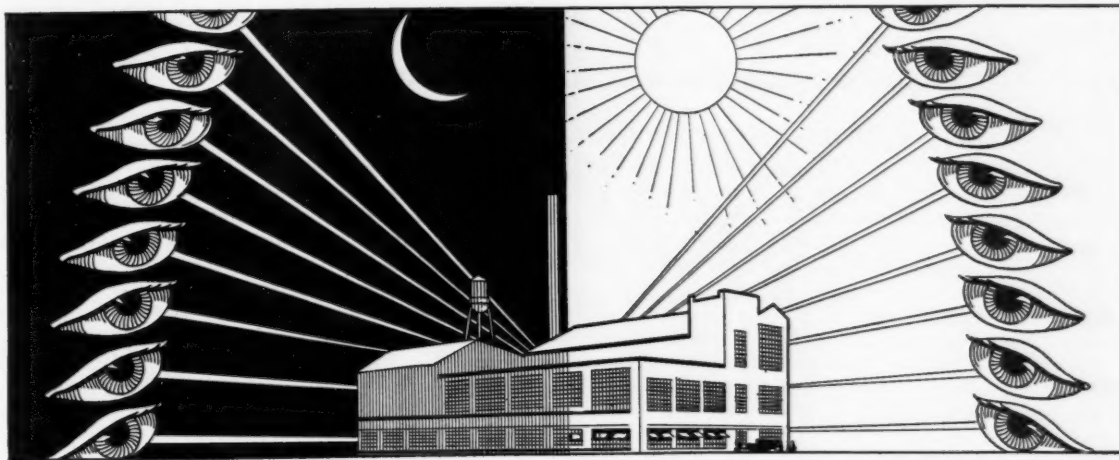
Commissioner Olsness of North Da-

kota was unable to attend the meeting in New York of the National Convention of Insurance Commissioners, because of the situation. Mr. Olsness is a faithful member of the convention and takes a conscientious part in its proceedings.

J. W. Tatley Is Retiring

J. W. Tatley of Montreal is retiring at the end of the year as Canadian manager for the Phoenix of Hartford and will be succeeded by S. M. Elliott and A. H. Vallance, joint managers. Mr. Tatley has been manager 40 years.

EYES everywhere night and day



— every minute of every hour of every day

PROTECTION of property requires constant vigilance. EYES are needed . . . alert eyes that never close . . . eyes that see in the dark. The first flicker of flame may go unseen by human eyes but automatic eyes detect and report it instantly.

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Show your clients how to obtain **BETTER PROTECTION AT LESS COST** by recommending these A. D. T. Central Station Automatic Protection Systems:

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Burglar Alarm Service.

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155 SIXTH AVENUE - NEW YORK N.Y.

THE NATIONAL UNDERWRITER

Published every Thursday

By THE NATIONAL UNDERWRITER COMPANY, Chicago, Cincinnati and New York
PUBLICATION OFFICE, A1946 Insurance Exchange, CHICAGO. Telephone Wabash 2704
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Subscription Price \$4.00 a year; In Canada, \$6.50 a year. Single Copies 20 cents. In Combination with Life Insurance Edition, \$5.50 a year; Canada, \$10.50. Entered as Second-class Matter April 25, 1931, at Post Office at Chicago, Ill., Under Act, March 3, 1879.



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Law Enforcement in Illinois

THE new chairman of the insurance division of the Illinois Chamber of Commerce, President H. A. BEHRENS of the CONTINENTAL CASUALTY and CONTINENTAL ASSURANCE, is militant in his actions and views. He reaches his conclusions only after a careful consideration through logical mental processes. When he feels that he is on the right track and is traveling the correct road he does not hesitate to assume responsibility and then his militancy comes into view. In his new position with the Illinois chamber of commerce he is sounding a new note for the insurance division.

In studying the activities of the insurance division Mr. BEHRENS came to the conclusion that there was a field in which it could work where it would have no competition and that was in insurance law enforcement. The division, he feels, can accomplish something by supporting officials in their administrative work, giving them support and encouragement, defending them in their cause and upholding their hands when they are attempting to do the right thing. Then if officials are not enforcing the insurance laws and thereby policyholders are not being protected the insurance division would step in and insist on proper action.

This will give the Illinois chamber of commerce insurance wise a far broader scope than it has had before. It will be rendering a service to the public that has been badly needed in the state. Illinois from an insurance administration and law enforcement standpoint until Governor HOERNER took the helm had sunk to low levels. Let us hope that having started on the upgrade it will hereafter maintain higher standards. At least the Illinois chamber can be on guard with wide open eyes for law enforcement.

Illinois from an insurance administration and law enforcement standpoint until Governor HOERNER took the helm had sunk to low levels. Let us hope that having started on the upgrade it will hereafter maintain higher standards. At least the Illinois chamber can be on guard with wide open eyes for law enforcement.

Maintaining the Fire Department

WHILE municipalities are cutting down expenses, departments with the least public support, are certain to suffer the heaviest cuts. This is natural and inevitable. That is the reason why fire insurance men everywhere should be on the alert today to cooperate with local fire chiefs and departments of public safety to prevent cuts in fire department appropriations which will prove costly in the end.

FIRE CHIEF JAMES SULLIVAN of LOWELL, MASS., gives a specific instance of the cost of false economy. He has been unable to obtain an appropriation for maintaining in efficiency the fire alarm system there. Last month a citizen sent in an alarm which should have brought five companies to the fire. The alarm, registered in only one station, and then an attempt to send in a second alarm by the district chief, who responded on

telephone call, also failed and the fire gained headway before the apparatus reached the blaze. The loss reached about \$30,000. This was the second time in LOWELL when the failure of the fire alarm system to function properly resulted in a delayed alarm. City officials of LOWELL are now considering what may be done to provide funds for immediate repair of the fire alarm system.

The fire alarm system is only one of the mechanical elements in fire fighting which must be kept in first class condition if fire losses are not to mount. Fire chiefs and safety directors are sometimes criticised for poor work at fires by those who are specially interested in keeping down the fire loss. These same people should surely be ready to assist these municipal officials in maintaining the fire department in a state of efficiency.

Doing the Largest Service

MANY people employed in offices seem to feel that if they do just enough to get by and hold their positions that is about all that can be expected of them. This is a great era of testing and trial.

Success after all comes from doing the best according to one's ability. It is not a question of how little but how much one can accomplish. The millions of unemployed eagerly await jobs.

PERSONAL SIDE OF BUSINESS

While in Hanover county, Va., last week inspecting a farm risk for his company, **L. P. Frayser**, special agent in that state for the Great American, killed a fine buck deer weighing 200 pounds. Hearing dogs pursuing a deer, he borrowed a gun from the lady of the house and brought down the quarry. He presented half of it to the lady from whom he had borrowed the gun.

Mrs. Eva G. Wilkinson, head of the Wilkinson Insurance Agency, Beloit, Wis., died suddenly while visiting a daughter at Rockford, Ill. Following the death of her husband, George L. Wilkinson, about 20 years ago, she took over his agency.

The officials of the Russia in Hartford last week presented Senior Vice-President **B. N. Carvalho** with a large bouquet in honor of his completion of 25 years service with that company. Mr. Carvalho is an authority on reinsurance. He has a large acquaintance with company officials throughout the country. He has had a diversified experience. He served in the late war and has been interested in things military.

Jesse Draper, of the Draper-Owens Co., Atlanta, Ga., has been appointed admiral on the staff of Governor Laffoon of Kentucky.

C. S. S. Miller of New York City, publicity director of the North British & Mercantile group, appeared at his office for 20 minutes Friday for the first time since May. He has been very ill and has had two operations. Mr. Miller is now recuperating at his home, 145 West 53th street, but it will be some weeks before he can resume business activities.

Robert W. Thomas, Jr., agency secretary of the London & Lancashire, Hartford, suffered a broken shoulder recently. Mr. Thomas fell at his home. He will be unable to resume his duties for two or three weeks.

W. A. Tarver, former Texas insurance commissioner, who retired a year ago as president of the National Convention of Insurance Commissioners, has been appointed a member of the federal alcohol administration board by President Roosevelt. Mr. Tarver on retiring from office spent a short time with the Reconstruction Finance Corporation and then he was transferred to the prohibition unit. In the alcohol administration board he represents the Department of Justice, as he is chief counsel of the prohibition unit in the division of investigations.

Henry J. Robinson, who has just been appointed secretary of the Interstate Insurance Office, which serves the business of the fire companies writing country-wide petroleum lines, at one time traveled in western Pennsylvania for the Newark Fire and learned something about the oil business then. He also traveled the same field for the London & Lancashire. Next he went with the United States head office of the London & Lancashire, where he was made assistant secretary of the Orient and agency superintendent of the London & Lancashire.

When the Queensland of Australia began operations in the United States, he was made fire manager and when the Queensland retired from this country, he joined the Phoenix of London as assistant secretary, the Phoenix having acquired the business of the Queensland.

G. B. Shaw of Reed, Shaw & McNaught, Toronto, died suddenly after luncheon at a club in his city. He was

64 years of age. About 30 years ago he formed a partnership with C. B. McNaught and in 1906 there was a merger with J. B. Reed & Son.

W. H. Monroe, deputy insurance commissioner of Alabama for two terms under Frank N. Julian, suffered a fractured skull and Mrs. Monroe was less seriously injured in an automobile accident near Brundidge, Ala. For the past five years Mr. Monroe has been associated with J. A. Dilbeck, Birmingham, agency manager American Mutual Liability, in the production department.

Mrs. Leontine Gottschalk, wife of **Robert Gottschalk**, president of the Robert Gottschalk agency, New Orleans, died in a hospital there from complications which set in following pneumonia. Her two sons are connected with the agency, Robert Gottschalk, Jr., being secretary-treasurer and L. J. Gottschalk, vice-president.

Lloyd T. Wheeler, manager Mississippi State Rating Bureau, was dangerously injured in an automobile wreck near Jackson, suffering a broken arm and other injuries. Mrs. Wheeler was slightly injured.

J. H. Dickey of the Louisville local agency of Barret, Robinson, Dickey & Swope was married Nov. 28 to Miss Laura Peter of Louisville. They are on a wedding trip to Miami, Fla.

Mrs. Sally Armour Bailey, wife of President C. Weston Bailey of the American of Newark, was fatally injured in an automobile collision in East Orange, N. J. She was taken to a hospital in Montclair, N. J., and Mr. Bailey reached her side before her death.

Kenneth Bailey, the only child, was killed in action in the world war. There is an adopted son, William Bailey.

Miss Jennie H. Fiege, widely known insurance agent of Tiffin, O., died in that city. She was 59 years of age and was owner and manager of the Nobel & Fiege agency.


R. T. Huggard, state agent of the Great American; **H. H. Chittenden**, state agent of the Home, and **John Rygel**, superintendent of agencies of the Hanover, attended the funeral. The agency will be continued by a sister, Miss Cora B. Fiege.

W. J. Otjen, former general agent at Enid, Okla., has been spending much time lately in the interests of the Spanish American War Veterans, of which he is the immediate past commander. Mr. Otjen has just returned from Washington. He stopped in Chicago on his way home to visit his brother-in-law, J. B. Cullison, manager of the Rain & Hail Bureau. Mr. Otjen plans to reenter the insurance business at an opportune time.

Frank G. Vetter of the Vetter-Hennie Insurance Agency of Cleveland was one of a group of hunters to be marooned in Canada during the big November freeze. Mr. Vetter and a companion had a difficult trek back to civilization over snow and ice but they brought two deer with them.

Nebelow V. Woleben, local agent of Marengo, Ill., was feted at a banquet in his city by the Home of New York, in honor of his 50th year of representation of that company. **L. H. Bridges**, special agent for the Home, and most loyal grand gander of the Blue Goose, was toastmaster at the banquet. One of the other speakers was **G. M. Wallace**, another local agent of Marengo.

Mr. Woleben is celebrated, among other things, because his given name in reverse spells his surname.



ALL RISKS *Personal* JEWELRY INSURANCE

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Many of your clients will receive gifts of jewelry and many will take their valuable jewelry out of safe-keeping.

Now is the time to remind your clients to insure their jewelry or make additions to their present jewelry schedules.

It will be a service that will be appreciated.

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FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Calhoun Launches Campaign

Seeks to Strengthen State and National Associations by Organization of Active Local Boards

Well-organized local boards that function properly go to make better state associations and in turn result in a stronger national organization, according to William B. Calhoun, Milwaukee, president Wisconsin Association of Insurance Agents and past president of the National Association of Insurance Agents. Opening his campaign for greater association development, Mr. Calhoun appeared before the Underwriters Association of Kenosha, Wis.

"Building up both membership and activity of local boards and the state association is a task before the agents of Wisconsin," said President Calhoun. "Today many local agents are riding along free on the efforts of those agents who are contributing their time, money and energy in building up and doing things in organizations of local, state and national character. It does seem inconsistent for agents who sell protection to the insuring public not to insure their own businesses by joining in the cooperative effort of organization. Every agent owes his moral and financial support to the various groups which are working for his interests. Organization makes each one a better insurance agent and every present member of a local board or the state association should by personal contact and enthusiasms bring into the fold those agents who are worthy of membership in our organizations."

"We in Wisconsin aim to dot the state with good, functioning local boards that will be valuable assets to both the state and national associations," President Calhoun stated. "Present local boards must function properly and more boards should be organized, especially in view of the fact that it is planned under the national recovery act to have the local boards handle complaints under the code of proper practices for the insurance business. Strong local boards also tend to eliminate all local troubles."

The coming year the Wisconsin association plans to assist in the establishment of additional local boards, build up state association membership and hold regional conferences in various important cities to give the membership at large an opportunity to attend sectional meetings, especially those agents who are unable to attend state conventions. Various officers of the state association will accompany President Calhoun on these trips to address such meetings and assist in carrying out the state program.

New System of Licensing Agents Used in Illinois

The Illinois insurance department has adopted a new procedure in the licensing of brokers and agents. Instead of requiring an agent to make application for every company he represents, the agent merely fills out a qualification blank. If this is approved by the department, then any company may appoint him as agent or he may send the fee and request a broker's license.

The department has mailed qualification blanks to every person or partnership that has been licensed this year as agent or broker. Requisition cards have also been shipped to all companies, with a request that the companies make requisition promptly so that the licenses can be issued before March 1.

St. Louis Agents on Carpet

Cite 16 for Alleged Violation of Rule That They Must Maintain Their Own Offices

ST. LOUIS, Dec. 6.—The executive committee of the Fire Underwriters Association of St. Louis has served notice on 16 members that they must comply by Jan. 1 with the provision of the constitution which requires them to maintain their own offices, or the full penalties provided will be inflicted. The article in question allows the executive committee to expel members for violation of the provisions. Both Class 1 and Class 2 members are among those cited.

Recently when three solicitors requested Class 2 membership, the executive committee on investigation discovered that the office in which they were located was not their own office. A check was then made to find out what other members of the association were similarly situated.

It is stated that several casualty companies in their eagerness to obtain business have extended free office space, telephone facilities and other special services to a number of fire agents. The result is that these fire agents have been able to save 5 to 10 per cent of their gross annual premium income that otherwise would have been paid out for rent, light, heating, telephones, etc., while on the other hand the casualty companies have been using more office space than actually needed to transact their own business.

Manifestly, these concessions from the casualty companies give the favored agents a decided advantage over other agents who do maintain their offices. Likewise it reacts unfavorably to the buyer of casualty insurance, as it indirectly pads the expenses of the carriers.

Stratton Davenport Manager

The Western Adjustment has appointed R. S. Stratton of the Peoria, Ill., branch as manager of the Davenport, Ia., office, succeeding Ira L. Griffin, who is being transferred to another field.

Mr. Stratton joined the Western Adjustment nine years ago at St. Louis. He was transferred to the Peoria office in 1929 and has served as chief staff adjuster there under Manager Girardot.

Cleveland Self-Insurance Move

CLEVELAND, Dec. 6.—Under the new mayor, Harry L. Davis, Cleveland is working out a self-insurance plan to replace company insurance on city buildings. Finance Director West has been instructed to build up the necessary fund. It will be impossible for the city in its present financial condition to handle more than a small part of its properties at first.

Incendiarism Is Established

A jury in the circuit court of Macon county, Ill., gave a verdict in favor of the Concordia Fire in a suit brought by J. M. Fuller, trustee, named in a mortgage clause attached to a policy issued to Alma E. Anderson, insuring a dwelling at Tuscola, Ill. The defense of the company was that James Hudson, the owner of the notes secured by the mortgage, had set the property on fire in order to collect the amount due on his mortgage. Hudson had previously been convicted of arson in connection with the same fire, but on appeal the supreme court of Illinois had reversed his conviction. One of the unusual features of the case was that the company produced on the trial Frank Sweitzer, who testified to having actually set the fire and admitted receiving \$200 from Hudson for so doing. The jury found that incendiarism on the part of Hudson had been established and brought in a verdict against him.

The attorney for the Concordia Fire was D. M. Clausen of Silber, Isaacs, Silber & Woley, Chicago.

Welsh Becomes Adjuster

KANSAS CITY, MO., Dec. 6.—T. E. Welsh, who has been a partner in the Oldroyd & Welsh agency, Arkansas City, Kan., for 18 months, has joined R. W. Curran, adjuster here. Mr. Welsh was manager of the Kansas City branch of the National Union companies in 1931-32, and was special agent in western Missouri until June, 1932.

Ralph Oldroyd will continue the agency at Arkansas City under his own name.

Cats Meow Annual Party

KANSAS CITY, MO., Dec. 6.—The Cats Meow held its annual party Dec. 5 for the benefit of about 30 members and 25 candidates for initiation. William Hillman of the Aetna Casualty was chairman of the entertainment committee.

New Detroit Directory

The 1934 Detroit Insurance Telephone Directory, published by THE NATIONAL UNDERWRITER, is being distributed free to all insurance men in the Detroit area. Copies can be obtained from A. J. Edwards, resident manager of THE NATIONAL UNDERWRITER, 1015 Transportation building, Detroit.

R. E. Replinger to Retire

R. E. Replinger is retiring Jan. 1 as Milwaukee manager for the Underwriters Adjusting, a position he has held 14 years. He will be succeeded by J. L. Whitman, now assistant manager at Milwaukee, who has been with the Underwriters Adjusting 13 years.

Mr. Replinger formerly was Wisconsin state agent of the Milwaukee Mechanics.

No Funds for Investigation

TOPEKA, KAN., Dec. 6.—The Kansas legislature's investigation of the state insurance department is not expected to amount to much as the committee in charge has no funds to finance its activities. Whatever information it does assemble cannot be presented to the senate until the regular session in 1935.

Adjusters Hear Credit Talk

MINNEAPOLIS, Dec. 6.—With 40 attending, S. L. Gilfillan, secretary-manager Minneapolis Credit Service Exchange, spoke to the Minnesota Adjusters Club on "Retail Credits."

Michigan Collections Improved

LANSING, MICH., Dec. 6.—Agency collections are reported to be in better condition generally throughout Michigan than at any time since last winter. Agents' organizations in most cities are now operating under strict rules, usually providing for cancellation if payment is not obtained in 60 days. The agents deny that the department order for a report on delinquent balances, in line with the commissioners' program, has had much to do with the improvement, although some agents used the order as

a lever to help enforce collections. The Michigan department instructed the companies to indicate whether delinquencies in special cases were due to impounded funds in banks.

Minnesota Officials at Meeting

CHISHOLM, MINN., Dec. 6.—Officers of the Minnesota Association of Insurance Agents who have accepted the invitation of President R. C. Huber of the Range Association of Insurance Underwriters of St. Louis County to attend its meeting here tomorrow are F. C. Esterly, chairman executive committee; F. S. Preston, past president and member of the executive committee; F. J. Ney, chairman compensation committee and member of the executive committee; S. C. Aldridge, chairman membership committee and member of the executive committee and R. M. Thompson, executive secretary-treasurer.

Gas Inspections Proposed

COLUMBUS, O., Dec. 6.—Speaking before the Ohio Fire Underwriters Association, E. M. Tharp, general manager Columbus Gas & Fuel Company, urged that gas companies, fire insurance organizations and consumers of gas enter into an arrangement for the inspection of gas pipes on private property in an effort to prevent explosions and fires.

A committee headed by George Lane is trying to devise some arrangement by which insurance companies may be advised in advance of condemnation of property, either for public improvements or because the property has become a menace. This may be worked out through the Ohio inspection bureau.

Druggan With Tallmadge

H. E. Druggan, formerly a member of the Archer, Meek, Harmon & Druggan agency, Columbus, O., is now associated with the Trafford Tallmadge Agency Company in that city.

Milwaukee Board Meets Dec. 13

The monthly meeting of the Milwaukee Board will be held at the Hotel Pfister Dec. 13. This will be the second of the current season of dinner meetings.

Bank Subsidiary Dissolved

The United States National Company of Omaha, subsidiary of the United States National Bank, has been dissolved as of Jan. 1, under the ban of the Glass-Steagall act. The Byron Reed Company has purchased the insurance business.

Detroit Names Mixed

In a recent issue, R. E. Loughheed, Detroit local agent, was referred to as chief engineer of the Michigan Inspection Bureau. This is wrong as the chief engineer of the Michigan Inspection Bureau is R. C. Loughheed, who has no local agency connection.

Adjusters Meet in Des Moines

About 25 adjusters for the Western Adjustment from Iowa and Nebraska held their annual regional get-together and school of instruction in Des Moines.

MIDDLE WEST NOTES

The N. F. Jones agency, Mangum, Okla., has been sold to Mrs. Bula A. Heatly.

C. Ray Brand, Des Moines local agent, died suddenly from a heart attack.

O. T. Place, Leipsig, O., local agent, is dead.

Jacob Fritz, New Bremen, O., local agent, died last week. He represented the Continental Fire for 30 years.

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IN THE SOUTHERN STATES

Regional Rallies Successful

Louisiana Insurance Society Holds Six in Various Sections With 300 in Attendance

NEW ORLEANS, Dec. 6.—President J. E. Hassinger of the Louisiana Insurance Society has returned to this city after attending six very successful regional meetings in various parts of the state. Besides Mr. Hassinger, the state association was represented by C. S. Mayer, secretary-treasurer, and R. Lea McClelland, manager, all three making addresses. The outstanding feature at all sessions was the discussion of the proposed agents' code. It was the consensus that the code should be made by private agreement with the companies rather than by federal aid.

The valued policy law was condemned and indications are that an effort will be made to have the act repealed at the next session of the legislature. The state's loss ratio and the need for rate adjustments was another subject discussed. Many agents voiced the opinion that rate adjustments are necessary and in order. Attendance at the six meetings was approximately 300.

Texas General Agencies Merge

O. H. Remmert general agency of Houston, Tex., has been consolidated with the Texas General Agency of San Antonio. Mr. Remmert will continue with that organization as special agent with headquarters in Houston.

New Oklahoma General Agency

OKLAHOMA CITY, Dec. 6.—Upsher, Furrey & Johnston is a new general agency here composed of H. C. Upsher, formerly of Upsher & Upsher; E. H. Furrey, for many years with the T. E. Braniff Company, and Carroll Johnston, former independent operator and later with the Braniff company. A. C. Upsher is also associated with the agency. Offices have been opened in the Commerce Exchange building.

Automatic Clause Ruled Out

NEW ORLEANS, Dec. 6.—Asked by a local agent to approve a 30-day automatic cancellation clause, the Louisiana insurance commission ruled that this was a contractual matter and did not come under the jurisdiction of the commission.

San Antonio Changes Sought

SAN ANTONIO, TEX., Dec. 6.—Several amendments to the San Antonio Exchange's constitution have been proposed. The first would make ineligible for new membership any agency owned or controlled by a mortgage, loan, bank, trust company or financial concern. Another proposal is that if an assured gives a member of

the exchange a written order to write insurance, any other member who writes the business will be subject to suspension. A change in the solicitors' license provision prohibits licensing "the wife or husband of an agent who is engaged separately in the business, and/or who has sold out his or her business and agreed to stay out of the business for a specified length of time, or who may have entered into a work out agreement in order to pay balances."

Arkansas Agents Meet

LITTLE ROCK, ARK., Dec. 6.—The Arkansas Association of Insurance Agents is holding a one-day meeting here tomorrow. It is strictly a business meeting with the exception of talks by Commissioner U. A. Gentry and J. E. Hassinger, New Orleans, president of the Louisiana Insurance Society.

Birmingham Names Hurt & Quin

The Birmingham Fire of Pittsburgh has appointed Hurt & Quin, Atlanta, Ga., general agents for Georgia and Florida.

Mutuals Get Big Alabama Line

The state of Alabama has placed \$1,000,000 of insurance on public buildings with the Minnesota Implement Mutual of Owatonna, to be divided among companies identified with the Federal Hardware & Implement Mutuals.

Dargan Back in Texas

K. S. Dargan of Cravens, Dargan & Co., Houston, Tex., has returned to the Houston office after an absence of almost two months. During his trip he visited in the east the home offices of the companies managed by his firm, and spent about a month on the Pacific Coast in its San Francisco office.

Goodwyn Leaves General Exchange

A. R. Goodwyn, Jr., with the Columbia, S. C., branch of the General Exchange for the past five years, has resigned to go with an investment banking firm there.

Women Plan Charity Work

At a meeting of the Insurance Women's Association of Oklahoma City, Dec. 6, plans were outlined for special charitable work to be done at Christmas.

Southern News Notes

The Price Insurance Agency, Nashville, Ark., has taken over the Planters Insurance & Title Company agency.

F. C. Odell, vice-president Merrimon Insurance Agency, Greensboro, N. C., has been elected city councilman.

J. P. Sullivan, Lexington, Ky., has joined Mrs. W. V. Lindsay in the Lindsay-Sullivan Insurance Agency, with offices in the First National Bank building. Mrs. Lindsay has been in the insurance business for 32 years.

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News of Pacific Coast States

Utah Insurance Code Signed

Council of 13 to Administer Fair Practice Provisions—Must File Rate Schedules

SALT LAKE CITY, Dec. 6.—Utah's insurance code of fair practices has been accepted and signed by Governor H. H. Blood, and also approved by Washington, according to Commissioner E. A. Smith, Jr., of Utah. The approval of Washington was not essential because Utah has a recovery act of her own, but it was the desire of local insurance men and state officials to do nothing that would conflict with the national program designed to aid the cause of insurance.

Utah is the first state in the Union to adopt a code of fair practices for the insurance business. It embraces all branches of insurance, including life, and its adoption was urged by everyone.

In general the code creates a joint council of 13 members which will administer its provisions. Companies other than life will be required to file their schedules of rates with the insurance commissioner, and such rates may be changed only on 15 days notice. To accept a lower rate than that filed will be regarded as a violation of the code. The regulations call for adherence to underwriting rules, prohibit misrepresentation and the use of coercion, rebates, and define agents, brokers and solicitors.

Curb Part-Time Agents

Part-time agents are to be permitted, after March 1, 1934, only in counties with less than 5,000 population. This is expected to accomplish a great deal in the way of elevating the business.

The council formed to enforce the code will be made up of three executive committees. One, consisting of five members, will represent the life and accident and health business; four will represent the fire division, and they will include two from the board companies, one from the non-board companies and one from mutuals and reciprocals. The same will apply in regard to the casualty and surety business. Members of the council will be elected by the groups which they will represent. The expenses of the council will be maintained from a charge of \$1 for applications for agent's, broker's or solicitor's permits.

Marine, workmen's compensation and malpractice insurance are excepted from the provision requiring the filing of rates, rating plans and coverage with the commissioner of insurance.

Defer Vote on Denver Change

Proposed Amendment to Local Board's By-Laws Excites Much Opposition, Lively Debate

DENVER, Dec. 6.—While the Denver Association of Insurance Agents had set aside the November meeting to vote on proposed sweeping changes in its by-laws, there was so much debate that final action was postponed until a special meeting to be held some time this month.

The proposed amendment refers to the eligibility of members. One of the proposed sections follows:

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lic a full and complete review of any grievance, either real or fancied, resulting in any form of breach of trust by any of our members, and if such review sustains the complaint, full and complete restitution shall be enforced against the offending member within the limits of the power of this association."

G. A. Stough, who spoke against the proposed amendment, declared that the association can increase its membership rapidly and render a greater service to its members if it will begin a campaign to clear up the license situation, and oppose promiscuous issue of licenses by the insurance commissioner. Paul Spahr suggested the possibility of enlisting the cooperation of the general agents to correct the license situation. The annual meeting will be held Dec. 29.

Expect California Agents' Code to Be Signed Soon

SAN FRANCISCO, Dec. 6.—With a clarification of the definition of the term "producers" to meet the wishes of companies, the code of ethics submitted by the California Association of Insurance Agents will probably be signed within the next week. Officials of the association, basing their opinion on the recent hearing attended by company executives, feel that the California Recovery Administration has definitely determined upon acceptance. On the other hand there is a possibility that the San Francisco Brokers Exchange will make an effort to postpone the signing until it has an opportunity to express itself more definitely on the provisions.

The code, under the definition of the word "producers" mentions brokers. The exchange had not expected this, according to its officers. It has consistently maintained a neutral position as regards codes.

Opposition Ticket Launched by San Francisco Brokers

SAN FRANCISCO, Dec. 6.—An opposition ticket has been entered in the San Francisco Brokers Exchange election, the regular nominating committee having previously announced its slate. The opposition ticket is headed by Fred Hohwiesner, head of an old brokerage concern. Leaders of the opposition say they were prompted in their action by the absence of adequate representation of the "higher assessment or dues classification" on the regular ticket and the desire to end perpetual office holding by a so-called clique.

The opposition also presented three amendments to the constitution and general rules which are designed to prevent control of the exchange going into any particular faction.

S. A. Malatesta, candidate for the president on the regular ticket, has a large following, so an active campaign is expected.

With Mr. Hohwiesner on the opposition ticket are T. P. S. Brown, first vice-president; A. W. Virden, second vice-president; K. C. Hamilton, S. T. Buckbee, Fred Braun, J. G. Levison and R. L. Rowley, board of governors, and N. J. Birkholm and W. S. French, arbitration committee. The election will be held Dec. 13.

H. M. Thomas Special Agent

H. M. Thomas, for seven years in the brokerage and agency business in Seattle and prior to that associated with William Cairns, Ltd. general agency, Montreal, has been named special agent at Seattle for Dixwell Davenport Company. He succeeds E. D. Howe.

Committee Meets Dec. 10

OAKLAND, CAL., Dec. 6.—The executive committee of the California Association of Insurance Agents, recently appointed by President C. T. Buckman, will meet at association headquarters in

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Oakland Dec. 10. Appointment of subcommittees of the association and plans for a continuation of membership work for the coming year will occupy much of the all-day session. Attention will also be given to the series of regional meetings to be held throughout the state late in January or early in February.

Mr. Buckman has appointed C. L. Price of Chico as an additional member of the executive committee.

San Francisco Women's League

SAN FRANCISCO, Dec. 6.—With Miss Gene E. Theraul of K. C. Hamilton & Co. as its first president, the San Francisco Insurance Women's League was formally launched Tuesday evening. Other officers of the league are: Mary Stangenberger of Dixwell Davenport office, vice-president; Florence McNeil, Pacific Board, secretary; Lucia H. Martin, Pacific Factory Association, treasurer. Prominent in organization of the league were Mrs. Rubye Kurtz of Crum & Forster and Miss Natalie McCrumb, Fire Underwriters Association of the Pacific. Mrs. Florence Parrott, president East Bay Association of Insurance Women, assisted.

City Managers Hear Engle

SAN FRANCISCO, Dec. 6.—The second meeting of the recently organized

City Managers Club of San Francisco was held today with Harold M. Engle, earthquake engineer of the Pacific Board, as the speaker on proper construction. M. M. Godfrey, assistant manager Norwich Union, president of the group, presided.

J. W. Lewis Assistant

J. W. Lewis has been appointed assistant manager in the all risk and inland marine division of the coast department of the Commercial Union group.

Rea Talks on Rating

J. H. Rea of the North America addressed the joint meeting of the three study groups of associate members of the Fire Underwriters Association of the Pacific in San Francisco Dec. 5 on "Rating."

Pacific Coast Notes

J. O. Parish, 72, a member of the former Williams & Parish agency, Denver, died there last week. In recent years he had been a broker.

Floyd E. Brown of Denver, engineer of the Mountain States Inspection Bureau, was married there to Evelyn W. Nolde, widely known on the stage as an acrobatic dancer.

Dr. E. L. Woodruff, doing business as E. L. Woodruff & Son, has been admitted to the Insurance Brokers Exchange of San Francisco. Dr. Woodruff is general agent for the Manhattan Life.

EASTERN STATES ACTIVITIES

Rehabilitation Law Sought

Maryland Commissioner Seeks to Establish Procedure for Modified Receiverships of Insurance Companies

BALTIMORE, Dec. 6.—A new procedure for the "rehabilitation" or modified receivership of domestic insurance companies is proposed in a bill introduced in the special session of the legislature at the request of Commissioner W. C. Walsh.

Provisions of the bill would empower the commissioner to take over any insurance company with headquarters in Maryland upon order of the circuit court when it is shown that the company is insolvent, or has refused to submit its books for examination by the insurance department, or has ignored an order to make good impaired reserves or capital stocks; has attempted to transfer its whole property without the consent of the insurance commissioner; has ceased to transact insurance business over a period of one year, or has been the subject of an application for receivership proceedings.

New Deputy in New Hampshire

CONCORD, N. H., Dec. 6.—Hilma Hokenson, for many years with the New Hampshire insurance department, has been appointed deputy commissioner to succeed W. N. Johnston. Miss Mary A. Mulligan has been appointed examiner of the department.

Milne Goes to New York

BOSTON, Dec. 6.—W. D. Milne, manager of the New England division of the Eastern Underwriters Inspection Bureau in Boston, has been appointed assistant manager of the bureau and will be transferred to the New York office. J. V. Kavanagh will come to Boston as manager of the New England division.

Mr. Milne graduated from the Massachusetts Institute of Technology in 1908. He went with the old Underwriters Bureau of New England in 1913 and became its Boston superintendent in 1918. In 1928, when this bureau was united with the New England Bureau of United Inspection to form the New England division of the Eastern Underwriters Inspection Bureau, Mr. Milne

was made superintendent of inspections and four years ago became New England manager.

C. H. Jenkins has been appointed chief engineer of the middle states division and W. W. Wise chief engineer of the public utility division.

Plan New York Convention

ROCHESTER, N. Y., Dec. 6.—Plans for the annual convention of the New York State Association of Local Agents here May 21-23 are being made by the Rochester Board. Superintendent G. S. Van Schaick and a representative of the National association will speak at the banquet. Speakers from the Rochester Board will attend regional conventions and meetings of other local boards during the spring to boost the attendance at the May convention. T. A. Sharp, president Rochester Board, is general chairman of the convention committee.

New England Exchange Meeting

The New England Insurance Exchange will hold its annual meeting Jan. 13 in Boston.

Seligson & Gottlieb, Inc., Waterbury, Conn., has been incorporated by Ralph and E. J. Gottlieb and M. M. Seligson.

Motor Insurance Events

Situation Acute in Detroit

Sharp Increase in Thefts in Recent Months—Stripping Activities Reach All-Time High

DETROIT, Dec. 6.—The automobile theft situation in Detroit has become acute the past few months and threatens to result in a sharp rise in auto theft rates in the metropolitan area unless it is curbed at once, the Detroit Association of Insurance Agents was told at the monthly meeting.

H. L. Newnan, vice-president Detroit Insurance Agency and president of the Detroit board, in introducing Ward Randall of the General Motors Acceptance Corporation, principal speaker, said auto theft and stripping activities in Detroit

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reached an all-time high point in October, when, according to the records of the American Automobile Association, no less than 1,500 cars were either stolen or stripped in the Detroit metropolitan area, of which less than 10 percent were reported to the police.

"Our losses in Detroit were no more than normal until July of this year," said Mr. Randall, "when they began to mount alarmingly. Each month since the totals have jumped well ahead of the previous month. Unless something is done about it—and done at once—automobile theft rates in Detroit will probably have to be stepped up to an almost prohibitive figure, just as was done in Chicago.

"One reason for the increase is that the theft of auto accessories here is now classified as simple larceny, with a 90-day sentence the maximum, and freedom on probation very often extended by our judges. The police auto accessory detail, whose duty it is to check car dealers and used accessory retail establishments for stolen merchandise, is decidedly undermanned.

"Our courts fail to appreciate the true significance of the situation, which is likely to multiply theft rates by ten if the thefts continue in the present volume.

"Efforts should be made to build up the personnel of the accessory detail and to see that our judges are made to realize the seriousness of the present trend. The association should get behind House Bill 700, under which convicted offenders could be sentenced to jail for from one to five years for stripping autos."

C. W. Wilson, general agent Century Indemnity and Travelers, asserted it is not right to insure autos left standing all night in the streets at the same rates applying to cars that are housed in garages. He refuses to write theft insurance on autos that are not garaged.

President Newnan appointed an automobile theft committee headed by D. F. Broderick as chairman and including J. L. Poorman, E. S. Karrer, G. W. Hicks, A. G. Crandall and J. A. Grow, to work along the lines suggested.

The action of the Michigan branch of the Home Owners Loan Corporation in short rating fire policies on properties on which loans are made was discussed. It was reported that where policies are being cancelled they are being rewritten with the Associated Agencies of Detroit, which represents four companies approved by the H. O. L. C. C. W. Wilson was appointed a committee of one to investigate this activity and to report back to the association.

According to report of the Detroit automobile detail to the National Automobile Underwriters Association, in October there were 412 cars actually stolen in Detroit and 1,089 accessories stolen.

W. D. Hall Succeeds Donohue As Actuary of Auto Body

NEW YORK, Dec. 6.—W. D. Hall has been appointed actuary of the National Automobile Underwriters Association, succeeding A. J. Donohue, who recently resigned. A graduate of the University of Michigan, where he took the actuarial course, Mr. Hall for several years was assistant in the actuarial division of the National Bureau of Casualty & Surety Underwriters, resigning to connect with the Western of Fort Scott. Since 1928 he has been identified with the Managing Underwriters Association of Detroit, devoting his attention to its statistical, rating and manual affairs.

The Managing Underwriters Corporation was the loss department of the Universal Credit Corporation of the Ford Motor Company. It was discontinued when the Universal Credit was purchased by the Commercial Credit. The Managing Underwriters Corporation was one of the units in charge of D. F. Broderick, who now operates a general agency in Detroit and handles the Universal Credit portion of the Commercial Credit account.

Mr. Donohue will announce shortly a connection in the general agency field.

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The National Underwriter

December 7, 1933

CASUALTY AND SURETY SECTION

Page Twenty-five

Elect Wadsworth for a Third Term

Insurance Federation of America
Holds Annual Meeting in
New York

UNITED FRONT ESSENTIAL

Organization in Better Financial Shape
—See Increase in Functions Due
to Governmental Regulations

By C. M. CARTWRIGHT

NEW YORK, Dec. 6.—At the annual meeting of the Insurance Federation of America here, H. H. Wadsworth of Syracuse, N. Y., was reelected president. The vice-presidents are J. H. Carney, Boston; Harry Sawyer, Aetna Casualty, Boston; T. B. Donaldson, Eagle Fire, Newark, N. J.; Wade Fetzer, Chicago; J. B. Levison, Fireman's Fund, San Francisco; W. M. Reid, Pittsburgh; O. G. Strong, Cleveland; George D. Webb, Chicago. The board of trustees consists of H. A. Behrens, Continental Casualty and Continental Assurance, Chicago; Charles Bellinger, New York City; T. E. Braniff, Oklahoma City; W. M. Byrne, St. Louis; J. A. Diemand, Indemnity of North America; Allan I. Wolff, Chicago; W. M. Goodwin, Bethlehem, Pa.; K. V. Lively, Portland, Ore.; F. T. B. Martin, Omaha; W. B. Merrimon, Greensboro, N. C.; Hill Montague, Mutual Life of Richmond, Va.; F. J. O'Neill, Royal Indemnity; J. S. Phillips, Great American Indemnity; E. A. Piepenbrink, Milwaukee; C. L. Smith, Salt Lake City; E. C. Stone, Employers' Liability; G. W. Wells, Northwestern National Life; W. G. Wilson, Cleveland.

BroSmith Advisory Chairman

The advisory committee is William BroSmith, Travelers, chairman; Sheldon Catlin, North America; E. S. Lott, U. S. Casualty; C. B. Morcom, Aetna Casualty, and F. Robertson Jones, Association of Casualty & Surety Executives. Mr. Wadsworth presided at the meeting with J. T. Hutchinson, secretary.

The president stated that in view of government activities in Washington and the trend toward greater government regulation of insurance there will be a greater use for the federation than ever. The president appointed on the resolutions committee, G. E. Turner, First Reinsurance of Hartford, W. G. Wilson, Cleveland, and E. S. Lott, U. S. Casualty. J. R. Millikan, Cincinnati, was made chairman of the nominating committee, with Hill Montague and C. B. Morcom as members.

Mr. BroSmith called attention to the catholic complexion of the federation, it embracing all classes of insurance institutions. He said it is decidedly essential to present a united front against all harmful influences. The federation, he

(CONTINUED ON LAST PAGE)

Reelected



H. H. WADSWORTH

The Insurance Federation of America at its annual meeting in New York reelected H. H. Wadsworth of Syracuse, N. Y., president for a third term.

Model Federation Unit in Iowa Gives Great Promise

Organization of the "model unit" of the Insurance Federation of America in Iowa was the crowning event of the year in the federation activities and gives promise of a "new dawn" in the work if it is given proper support and confidence nationally, Secretary J. T. Hutchinson of the national headquarters in New York stated in a report to officers, trustees, advisory committee and members. The foundation for another state unit was laid in Oklahoma.

There are other states where similar federations would be invaluable and where as time permits they can be formed, Mr. Hutchinson said. The Iowa plan embraces many insurance organizations but does not interfere with their individual activities, merely promoting harmony in the ranks. There was an avalanche of insurance bills in state legislatures in the year, 2,700 as compared with 900 in 1932. In the work of handling legislative matters state federations, as for example in Illinois, made marked progress, he reported.

CWA Requires P. L., P. D.

Although compensation coverage on civil works administration employees is being assumed by the federal government under the compensation law of 1916, the government requires that public liability and property damage insurance be carried in connection with the employment of these workers. The property damage insurance is very rarely carried because of the operations of municipal employees, but the companies are able to quote rates.

Hobbs Compensation Report to Commissioners Is Made

SOME MAY QUIT FIELD

Notes Companies' "Profound Dissatisfaction" With Results on
Compensation

NEW YORK, Dec. 6.—C. W. Hobbs, special representative National Convention of Insurance Commissioners, on the National Council on Compensation Insurance, reported at the commissioners' meeting here this week that the extremely unfavorable experience has produced profound dissatisfaction among stock carriers.

Some have stated they will retire from the field altogether, and a large number have tightened on their underwriting. Mr. Hobbs presented some proposals that have been made, one known as the "Wade Fetzer" plan, providing for retrospective rating. Another is the program presented before the National Association of Insurance Agents.

The third was proposed in the paper by W. W. Greene before the Casualty Actuarial Society, and other ideas were presented before the same organization by L. S. Senior and F. S. Perryman. Mr. Hobbs sees objections in all these and says that his own feeling is that the present plan is fundamentally the sounder and that with the projection of medical loss ratios and the contingency loading it should produce fairly satisfactory results.

He says that no rating method can possibly produce rates satisfactory alike to two sets of carriers whose expense ratios are 20 points apart. Mr. Hobbs states that with the abolition of schedule rating its was felt desirable to replace it by an increased attention to the proper classification of risks. This has been done with excellent results in Missouri, where schedule rating is not permitted.

Proposal Is Allowed

A proposal under Clause Ib of the compensation policy, heretofore unlimited coverage, has been allowed save in states where the legal liability was real and substantial. The proposal to make this coverage a limited one in all states is due to a feeling that legal liability is a more important matter than has generally been assumed.

The rates committee has adopted the proposal in principle, but Mr. Hobbs announced the details have not as yet been worked out.

At the compensation committee meeting presided over by Pope of Texas, it was found that the carriers have not completed their study of the vital problems confronting this class. The lines of inquiry were suggested by the subcommittee consisting of Van Schaick, New York; Brown, Minnesota; Brown, Massachusetts; Gough, New Jersey, and McClain, Indiana. The subcommittee is not able to make recommendations until the study is ended.

The committee recommended that all commissioners give their support to the National Council in its effort to have standard blanks adopted by the states for reporting occupational accidents. So far 15 states have approved them.

Lloyds Gets Huge Bank Blanket Bond

New York Institution Places a
\$1,000,000 Policy With \$40,000
Premium

CHECK BANK COVERAGE

May Investigate Placing of Insurance
by Banks with RFC Loans
with Lloyds

NEW YORK, Dec. 6.—Officials of the Public National Bank & Trust Company here admit that the blanket bond coverage of \$1,000,000 for the main office employees and those in its 11 branches has again been arranged for with London Lloyds for a premium, it is understood, of approximately \$40,000, or about \$5,000 less than the Towner Rating Bureau figure. This bank has been insured with Lloyds for the last three years during which period, it is said on good authority, aggregate premiums of \$112,000 have been paid to which amount the current premium of \$40,000 will be added. Efforts by American insurance men to regain this business for regularly admitted companies failed. Overtures were made to the bank officials to split the line, giving Lloyds \$500,000 primary bond and the American offices \$500,000 excess but these were rejected. Located in the heart of the insurance district, solicitors for this bank have been asking for insurance deposits and, it is reported, have gained a large number. Other banks, also actively soliciting insurance company and agency accounts and which are patronizing London Lloyds to the partial or total exclusion of insurance in American offices are the National City Bank and affiliates, Guaranty Trust Company and affiliates, Corn Exchange, Marine Midland, Manufacturers Trust, Brooklyn Trust and Kings County Trust and there are several others.

Data Secured on Deposits

According to a prominent surety company official a recent questionnaire sent to all companies has revealed an "amazing total" of deposits in the banks named and some others to the credit of American insurance offices. It is believed that this evidence, and that being sought for in Chicago and other large cities, will disclose a sum total of deposits by American offices in banks which place their insurance with Lloyds that will gain serious consideration. This information, when obtained, will be placed in the hands of Attorney Ferdinand Pacora, counsel for the Senate banking committee in Washington, for his information.

Members of the insurance committee of the American Bankers Association are credibly reported to be exhibiting much uneasiness over the prospect of senatorial attention being given to the prac-

tice of many member banks which have received aid from the Reconstruction Finance Corporation of ignoring American interests by placing their blanket bond coverage with an unadmitted organization paying no taxes, except a trivial 3 percent to the internal revenue department, and in no way contributing to the federal or state authorities tax income. In addition Lloyds is maintaining no offices and has no employees in this country. Stressing that the NRA code is primarily designed to prevent "unfair competition," it can be plainly shown that London Lloyds business in this country, almost without exception, is built up on its practice of cutting the rates of American surety companies.

A concerted effort is being made by the surety companies to ascertain the approximate amount lost to the various states by reason of the Lloyds bonds sold in those states paying no tax. Figuring on the Public National transaction referred to, the New York state tax on surety companies not domiciled in this state is 2 percent. For the \$152,000 paid by this bank to Lloyds for the last four years, the state of New York has lost \$3,040 in taxes and a much greater amount from some of the other bank transactions named. Federal investigators have been instructed, it is understood, to make sure that the federal 3 percent tax has been paid in all instances on renewal bonds as well as original issues. There is some reason to believe that renewal bonds have not always been so stamped.

ACT IN SOUTH DAKOTA

PIERRE, S. D., Dec. 6.—Deputy Tom Scanlan of the South Dakota insurance department reports that "during the course of the year we intend to take the list of all policies filed with the state banking department and bill all the purchasers thereof for the 5 percent premium tax which we can collect on unauthorized insurance in this state." Mr. Scanlan objected to the approval of fidelity bonds issued by London Lloyds by the state banking department but after considerable controversy, the assistant attorney-general attached to the banking department decided that under the South Dakota laws as they now stand, the banking department only approved these bonds as to amount and form and not as to sureties. This opens the door for bonds written by Lloyds. Mr. Scanlan says any persons soliciting business for Lloyds in South Dakota will be "promptly arrested and prosecuted under our statute relating to the soliciting of unauthorized insurance."

Republic Auto Claim Limit

LANSING, MICH., Dec. 6.—The circuit court here has fixed Jan. 1 as the final date for filing claims against the defunct Republic Automobile of Detroit. G. G. MaDan, insurance accountant, has been the active receiver. Claims already filed approximate about \$646,000, according to the receiver. It is forecast that the best settlement possible will be not more than 5 cents on the dollar.

Agents in New York

NEW YORK, Dec. 6.—A committee from the National Association of Casualty & Surety Agents attended the meeting of the Insurance Federation and the Insurance Commissioners in New York City this week, consisting of President J. R. Millikan, Cincinnati; Secretary C. H. Burras, Chicago; W. G. Wilson, Cleveland, and George D. Webb, Chicago.

Accident Bureau Meets March 1

The annual meeting of the Bureau of Personal Accident & Health Underwriters will be held March 1. The First Reinsurance of Hartford has joined the bureau and the membership previously held by the Missouri State Life has been assumed by its successor, the General American.

Special Deposit Measures Opposed by U. S. Chamber

PRINCIPLE HELD ERRONEOUS

Retard Expansion of Companies and Increase Expenses—May Cast Burden Upon Policyholders

WASHINGTON, Dec. 6.—Legislation requiring insurance companies to provide special deposits of cash or securities has been declared by the Chamber of Commerce of the United States to be based upon erroneous principles. The insurance department of the national chamber has prepared a memorandum for its member organizations giving facts regarding such deposits to the end that the members will interest themselves in the legislation of their states.

There has been increasing agitation in some of the states for legislation requiring out of state fire, casualty insurance and surety companies to make special deposits for the protection of the policyholders of the state in question. While only a few states have special deposit requirements, it is asserted in the report that none of the states having such legislation makes it applicable to all classes of insurance. If all states enacted such special deposit laws requiring all companies transacting business within their borders to deposit cash or securities, a burden would be imposed upon companies doing nation-wide business.

Burden on Policyholders

Retaliatory or reciprocal laws and their effect in connection with such legislation is dealt with in the report, as well as the effect upon policyholders. With regard to the effect of special legislation upon policyholders, the report states:

"Special deposit laws may cast a burden upon policyholders in that they necessarily increase the expense of carrying on the business of the companies. That expense must of necessity be reflected in the premiums charged for insurance.

"The enactment of a special deposit law by a state would probably discourage insurance companies incorporated elsewhere from entering the state and any new company, with sufficient capital to operate on a national scale, would be discouraged from organizing within such a state because of the retaliatory action that would be taken against it by other states it would want to enter. It might also result in the withdrawal of insurance companies from the state, because of the added expense and the fact that the volume of business they transact may be too small to warrant their meeting a larger deposit requirement. The inability to insure in good companies that might stay out of or withdraw from the state would be a loss to the residents of the state."

States Repeal Laws

It is further stated that several states including New Jersey, New York, Virginia and Ohio have repealed laws of this type.

It is declared in the report that there are other means available for safeguarding the interest of the policyholders. In this connection it says:

"There is vested in the insurance departments of the various states the necessary statutory authority periodically to examine insurance companies, thus protecting the policyholders against the insolvency of the companies. If the state insurance commissioner has reason to believe that the solvency of a company operating in his state is threatened, he can initiate proper proceedings in the exercise of his discretionary powers to ascertain the facts and cope with the situation as regards the company in question."

Mortgage Loan Refinance Plan Made Effective Dec. 1

BALTIMORE, Dec. 6.—The plan for refinancing mortgage loan companies whose bonds are secured by mortgages guaranteed by the United States Fidelity & Guaranty and Maryland Casualty was declared effective Dec. 1. This action was taken with the consent of the Reconstruction Finance Corporation as expressed in a resolution adopted by its directors.

This resolution contains certain conditions, including the requirement that "substantially all" bonds still remaining undeposited be turned in before the plan may actually be carried out, which was embodied in its original resolution.

Additional Time Allowed

Approximately 85 percent of the obligations guaranteed by the Maryland Casualty and more than 80 percent of those guaranteed by United States Fidelity & Guaranty have been deposited. Additional time in which to secure substantially all the remaining bonds has been granted in the case of the Maryland Casualty to Dec. 31, and for the U. S. F. & G. to Jan. 31.

The companies have recently recruited from their own organization a large corps of representatives to cooperate with dealers in calling on bondholders, with the result that deposits have been greatly accelerated.

Columbus Mutual Monthly Business to Michigan Life

DETROIT, Dec. 6.—The Michigan Life has reinsured the monthly premium accident and health business of the Columbus Mutual Life, Columbus, O., with \$18,000 per year of premium income. The Columbus Mutual's commercial accident and health business was reinsured recently by the Inter-Ocean Casualty. Its newspaper policies will be continued by the Columbus Mutual.

The Michigan Life assumes responsibility for payment of claims from Nov. 1 and accepts premium payments from that date, with the understanding that all policies are to be rewritten in the Michigan Life's accident and health department not later than April 1, 1934. The bulk of the Columbus Mutual's monthly premium business was in Ohio, with a small amount in West Virginia, Michigan and Illinois, so the Michigan Life will not be required to enter any states where it is not already admitted.

Southern Surety Iowa Report

DES MOINES, Dec. 6.—A report on the ancillary receivership in Iowa of the Southern Surety of New York, filed by E. W. Clark, Iowa commissioner, shows that from the date of the receivership, May 17, 1932, to Nov. 1, 1933, \$29,259 was collected and \$4,953 paid out, leaving a balance of \$24,306.

The receivership was managed by P. H. Cless, deputy commissioner.

Louisville Claim Men Elect

LOUISVILLE, Dec. 6.—The Louisville Claim Men's Association at its annual meeting elected these officers: S. E. Bevins, Aetna, president; H. W. Wilen, Louisville & Nashville railroad, vice-president; G. O. Streit, Maryland Casualty, secretary; F. D. Garnett, Liberty Fire, treasurer.

Zimmerman Moves to Cleveland

T. H. Zimmerman, who has been special agent for the Western & Southern Indemnity in Michigan since last July, has changed his headquarters to Cleveland and will cover Michigan and the sections of Ohio adjacent to Cleveland from that city. Before joining the W. & S., he was assistant manager of the Union Indemnity in Detroit, supervising production.

Discuss Grace Period Plan for Accident-Health Lines

PRESENT PRACTICE REVIEWED

Few General Writing Companies Likely to Follow Lead of Pacific Mutual Life on Accident Business

NEW YORK, Dec. 6.—The action of the Pacific Mutual Life in permitting 30 days' grace in the payment of premiums on commercial accident policies has started considerable discussion of premium paying practices. The grace period has been allowed under non-cancelable contracts for years, but very few companies have any such provision on commercial business.

The multiple line casualty companies follow the same practice on accident insurance as on other lines, allowing agents to report premium receipts under their accounts current, usually 45 or 60 days after the liability is assumed. Head offices, of course, have no means of knowing whether the premium has been paid to the agent promptly on the due date, or whether an extension of time has been allowed. If the renewal receipt is delivered by the agent in advance of payment, as is frequently done, the issuing company is liable under its contract.

The practice of the life offices in this regard is markedly different. They never give renewal receipts until payment has actually been made by the assured. All life companies allow 30 days grace before a policy is held in default, but are careful not to grant receipts until the premium has been received.

A few of the life companies which also write accident and health have extended the 30-day grace period to policyholders in that department. Most of the specializing accident and health companies have no provision for grace periods, although a few of them allow from 10 to 15 days.

It is conceded that adoption of such a rule would carry notice to the assured that his indemnity would lapse at the expiration of the grace period, and would doubtless facilitate collections by agents. It would, however, necessitate an overhauling of existing agency contracts, and is not being seriously considered by accident writing companies generally.

Plans of Eye Glass Insurer

OMAHA, Dec. 6.—The American Plate Glass Insurance Company, an assessment mutual, with headquarters in the Arthur building here, has been granted a permit by the insurance department and is now operating. The company insures eye glasses against breakage by accidental means. The fee is \$2 a year, which is collected through an oculist, generally one who will give the company a 20 percent discount on the replacement. Some of the oculists have complained about the discount arrangement and are preparing to petition the state organization of oculists to take the matter up with the insurance department.

The policies specify that all repairs and/or replacements must be made by the optical company named in the policy or an optical company approved by the home office.

The limit of liability of members for assessment is not more than one additional premium. The company operates under the act which provides: "If the amount collected in any one year including the contingent fund be insufficient to pay all the losses, the members sustaining losses shall receive their proportionate share of such funds in full satisfaction of their losses."

L. G. Crampton is president and treasurer; F. M. Enzier, secretary. In addition to these two, the directors consist of H. A. Jewell, O. G. Tonne, J. Blank, E. W. Welch and G. A. Maxey.

Casualty Executives Make Suggestions in New Jersey

FIND MANY DEFECTS IN LAW

Legislative Commission Given Report by Companies on Improving Compensation Administration

NEWARK, Dec. 6.—The Association of Casualty & Surety Executives has presented a summary of suggestions by its members for improving the administration of the workmen's compensation law to the New Jersey legislative commission investigating the compensation situation. The principal faults in the operation of the New Jersey law are due to a defective system of administration, the report says, although there are a number of defects in the laws not relating to administration which should be corrected. The present laws do not exclude employers' liability to husbands and parents for damages. A provision expressly for temporary partial disability should be included. In the absence of such provision any temporary partial disability cases in New Jersey are rated as permanent. It also held that no award should be made for permanent partial disability until termination of the healing period so that the maximum degree of recovery from the injury has been reached. It should also be provided that no award be made unless the medical evidence at the end of the healing period indicates a definite remaining functional disability. Compensation for partial loss of use of a member or function of the body should be awarded only for actual reduction in earning capacity resulting from it.

The report also suggested that where permanent partial disability results from the loss of use or partial loss of use of two or more members, compensation should be based on the aggregate number of weeks payable for the injuries to each of the members severally and not on a percentage of total disability. At present there is no definite rule laid down for computing compensation for such cases. The bureau should be given full power to approve final settlements in compromise of doubtful claims. This is essential to avoid useless litigation, injustice and dissatisfaction under certain circumstances. The bureau should also be empowered to order final lump sums settlements in cases of neurosis.

It is also suggested that the law be amended to subrogate the insurance carrier, where such carrier pays the compensation, to the rights given to the employer respecting damages due or re-

Sells Casualty Company Attorney O. L. T. Cover

A special agent for one of the casualty companies went out recently in the city where the home office is located and in one day sold 30 owners, landlords and tenants liability policies. He sold these policies to men who were good friends of several of the company's representatives in that city. Most of these men had never been actively solicited for this coverage. Among the sales made was one to the attorney of the company, showing that even to those whose work brings them face to face with the necessity for this kind of insurance, it must still be sold.

Sullivan Gives Warning on Rewriting of Auto Policies

Commissioner Sullivan of New Hampshire has warned agents and brokers against canceling and rewriting of automobile policies to take advantage of the rate increase which becomes effective Jan. 1. Severe penalties will be imposed for violation of these instructions, he states.

After the first of the year all companies will write non-exclusion policies only. These policies provide that an innocent third party will not be barred from recovery if the insured motorist violates the law or the terms of his policy.

Dividend to Claimants

The liquidation bureau of the New York department has mailed about \$35,000 in checks to loss claimants of the defunct National Automobile Mutual Casualty. This is interest on the claims. A 100 percent dividend was paid to claimants.

covered from a third party where the employer pays the compensation.

Another amendment which is needed is that relative to the average weekly wages to prevent the compensation for disability exceeding the probable wage loss from the injury.

The Association of Casualty & Surety Executives made other suggestions which included the employment of official adjusters and independent medical boards. It should also be provided that in proceedings before the bureau no award to a claimant's attorney or physician be made unless it is proved that their employment was necessary.

Roeber Gives Details of Compensation Rate Rise

MAKES HIS ANNUAL REPORT

General Manager of National Council Reviews Business, Tells of Studies Being Made

Details as to the average 2.5 percent advance in workmen's compensation rates resulting countrywide from action already taken, and of a further advance in the countrywide rate level of approximately 2 percent which will result if the present program of the National Council on Compensation Insurance as filed is approved in all cases where now pending, were given in the annual report of General Manager W. F. Roeber of the National Council.

The rate advances will become effective Dec. 31 in the District of Columbia, Illinois, Indiana, Iowa, Louisiana, Michigan, and Jan. 31 in Connecticut, Idaho, Iowa, Montana, Nebraska, New Mexico, Rhode Island, and North Dakota. Filings have been made in other states where approval of state authorities is required.

Discusses Rating Program

Last spring the rate committee and the actuarial committee developed a countrywide rate-making program, Mr. Roeber explained, the rate level being determined from the latest completed policy year of schedule "Z" experience developed to an ultimate basis with a provision that in states producing annual volume less than \$1,500,000 rate level is determined on combined experience of the two or three latest policy years, which ever is needed to secure the right premium volume.

Another factor is projection medical losses that are projected two years beyond the latest policy year of experience. The rate level is apportioned among three major groups of industries, manufacturing, contracting, and all others, in accordance with experience indications of each.

A 2.5 percent emergency loading in the 1931 countrywide program is continued. Every change in rate for each industry group is apportioned among various classifications within the group on the basis of individual state experience for the five years 1927-1931, inclusive, weighted against the new national pure premium adopted in January based on countrywide experience for the policy years 1925-1929 inclusive.

(CONTINUED ON LAST PAGE)

Liquor Stores Are Seeking Burglary Coverage on Stock

NEW YORK, Dec. 6.—Companies writing burglary insurance have been overwhelmed with offers of business for a week or more on account of the many thousands of liquor stores in greater New York territory demanding protection. The National Bureau of Casualty & Surety Underwriters promulgated rates last week of \$50 a thousand for the first five thousand and decreases of \$5 a thousand for additional amounts. Robbery risks are rated at \$15 a thousand. While offerings have been numerous, companies generally are accepting lines with great caution and only after a rigid inspection of the risk. Inquiry develops that many of these new liquor establishments are located in former retail stores without barred windows and with flimsy doors not difficult to break down. Comparatively few of these offer burglar alarm and protective service installation and, generally speaking the risks are not deemed good. They are usually written as accommodation lines for brokers whose regular business demands special consideration but "single line" offerings are politely declined.

The offerings from Brooklyn are considered with more than usual caution. Burglary underwriters have had an excessive loss ratio there on residence risks and liquor risks are not believed to be likely to lower that record. The companies have been writing moderate lines in the past on near beer risks under group 1 classification and where other than near beer was sold rating the contents as alcohol, but the values have been slight in such cases.

General Enters Ohio

The General Casualty of Seattle has entered Ohio. It will limit its operations to the writing of preferred private pleasure class cars and preferred commercial cars. Premiums will be based on a 15 percent deviation from tariff.

The Ohio activities of the General Casualty and its affiliated fire organizations, General of America, and the First National of America are in charge of J. J. Sherman, 425 Bulkley building, Cleveland.

A certificate of incorporation has been filed for the Interstate Surety of Newark, but the company has not qualified for a license.

LEADERS FOR CONNECTICUT INSURANCE DAY



COL. HOWARD P. DUNHAM
Connecticut Commissioner



GEORGE S. VAN SCHAICK
New York Superintendent



GEORGE E. TURNER
President First Reinsurance



DR. S. S. HUEBNER
University of Pennsylvania

WORKMEN'S COMPENSATION

Endorsement Gives Exemption

Alabama Department Approves Form to Relieve Companies of Double Liability for Violations

MONTGOMERY, ALA., Dec. 6.—After negotiations that have been pending with the insurance companies for many weeks, the Alabama department has approved an endorsement which will exempt the companies from the additional liability placed upon them by the statute providing that minors employed contrary to the state laws shall receive double compensation in case of injury. The employers themselves are made liable for the extra compensation, in the endorsement which will be made part of a revised state endorsement.

Originally the companies asked the department to approve an endorsement eliminating their liability for extra compensation on the theory that the act was in the form of a civil penalty, and the insuring of a civil penalty was contrary to public policy.

F. H. Spears, deputy commissioner,

turned down this application, holding that to grant it would be to place the department in the position of effectively nullifying a statute, and that in the absence of sufficient administrative machinery it would be very difficult for the department to force an employer to pay the extra compensation. He also held it was not proper for the department to determine the legislative intent in the law.

The companies then came back with the endorsement that has just been approved. It will be effective on new and renewal business on some future date after the new state endorsement has been formally drawn up and approved by the department.

Ousted Commissioner Wins

Judge Buttz of Devils Lake, N. D., has affirmed R. E. Wenzel's contention that Governor Langer had no authority to suspend him as member of the compensation bureau and that the governor had no authority to appoint a successor during the interim of ouster proceedings.

The court held the governor had

power of removal for cause but the commissioner was to serve until "proper hearing and trial" had been completed.

Langer suspended Wenzel Oct. 27 and named J. E. Pfeiffer of Amidon his successor.

The next move by the governor may be either to continue the hearing before T. J. Clifford of Langdon, special commissioner, or to appeal the decision of Judge Buttz.

If no appeal is taken, Wenzel will be reinstated.

Auto Compensation Claims Rise

That notable increases in compensation claims are resulting from automobile accidents of various types is emphasized by the California industrial accident commission in its annual report. From Jan. 1 to Nov. 15, 1933, the commission received reports of the death of 102 employees in 98 accidents, all of which occurred through the use or operation of an automobile, a truck, motorcycle, or one of these combined with a trailer. A very few years ago, the commission points out, there were no industrial fatalities due to this class of equipment, while now they have reached the point where they represent 24 percent of all industrial fatalities.

Casualty Field Changes

P. F. Burke Vice-President Indemnity of North America

P. F. Burke, who has been with the Travelers since 1918, has been elected vice-president of the Indemnity of North America in charge of casualty claims. Mr. Burke graduated from Holy Cross college and Yale law school. He was admitted to practice law in Connecticut and Massachusetts. His first connection with the Travelers was as adjuster in Springfield, Mass. Later he went to the home office, where he has acted since 1923 as assistant manager of the casualty claim department in charge of automobile and liability.

John F. Zimmer Is Named

John F. Zimmer, secretary of the Capital Fire of Nebraska, has been appointed Nebraska state agent for the Great Lakes Casualty of Detroit with headquarters in the Sharp building, Lincoln. Armstrong Crawford, president of the Great Lakes, in a recent trip to Nebraska, made the appointment.

Mr. Zimmer entered the insurance business in Willmar, Minn., in 1897. The next year he became district agent in northwestern Iowa for the Minnesota Farmers Mutual Hail & Cyclone. In 1899 he moved to Nebraska and specialized in fire and hail insurance. In 1907 he was instrumental in the organization of the Western Fire of Lincoln. He represented the Security of New Haven as general agent for 18 years. In 1912 he organized the Capital Fire of Nebraska, being elected secretary. For a number of years he was state agent for the General Casualty & Surety.

Becomes Personnel Director

R. T. Beggs has resigned as student secretary and director of publicity at Lawrence College, Appleton, Wis., to become personnel director of the Hardware Mutual Casualty, Stevens Point, Wis. He will assume his new duties Jan. 8.

Einstein-Weil Appointed

NEW YORK, Dec. 6.—An important field appointment by the Standard Surety & Casualty is that of Einstein-Weil of Cleveland as general agents. Both A. E. Einstein, president, and R. M. Weil, secretary, are experienced producers, the former primarily for life insurance and the latter for casualty. Mr. Weil has been in business in Cleveland nearly 20 years, operating the agency of Weil & Son and as vice-president of the F. P. Thomas Co. Some weeks ago Mr. Einstein and Mr. Weil merged their interests.

Chaloner Special Agent

R. S. Chaloner, well known Chicago casualty man with some 16 years' insurance experience, has been appointed special agent of the Chicago branch office of the American Automobile by Manager E. D. Loring. Mr. Chaloner will concentrate on production, for which he is well fitted because of his wide acquaintance.

Mr. Chaloner, who has had several important connections, recently has been associated with F. M. Chandler, resident vice-president Jones & Whitlock in the Chicago branch office.

Other Casualty Changes

J. A. Clark has been appointed special agent in southern California for the Pacific Employers. He was formerly with the Southern Surety in Los Angeles and before that with the Canadian Casualty Underwriters Association in Toronto.

V. G. Slate has been appointed casualty underwriter of the Swett & Crawford agency, Los Angeles. He formerly held a similar position with the Travelers.

The "London Guarantee" Offers

Dependability

For sixty-four years the "LONDON GUARANTEE" has fulfilled every obligation to its agents and policyholders—whether for protection or service.

Security

No business crisis, past or present, has affected the strong financial structure of this world-wide institution.

Established in 1869, the "London Guarantee" is one of the oldest and strongest casualty companies in the world.

London Guarantee & Accident Company, Ltd.
J. M. HAINES, U. S. Manager
55 FIFTH AVENUE, NEW YORK, N. Y.



The Sign of Good Casualty Insurance

Commissioners Sidetrack Securities Bureau Proposal

(CONTINUED FROM PAGE 8)

nies at random and found six different bases of adjusting claims. There is much confusion as to settlements. The committee urged that a question be attached to the application asking if the applicant carries other insurance paying medical reimbursement. If so, then the applicant agrees to have such provision in the new policy made inoperative.

W. A. Tarver, former Texas commissioner and former convention president, was called on for remarks at the Wednesday meeting.

Continue Delinquent Reports

Commissioner Dunham of Connecticut, chairman conservation committee, recommended that officials in every state continue to require reports from companies on agents and brokers delinquent over 90 days. So far 21 states are demanding these reports. He said this action is necessary "to protect policyholders from unnecessary and indefensible cost arising out of such practice." The commissioners, he declared, should have complete data with respect to the extension of unreasonable credit so that if necessary further measures may be taken to protect policyholders. The committee further recommended that the states through their insurance departments make representative test checks of the data filed, with "these tests involving an examination into the occasion for the overdue condition of accounts."

"Should the examination disclose the misuse of premium collections," Col. Dunham said, "there should follow such disciplinary action as is not in conflict with the state statutes. Should the examination disclose the improper extension of credit and that premiums are not properly collected from agents, brokers or assured, when due, the persons responsible should be called upon

for an explanation and definitely advised that such practices are inconsistent with supervision properly administered and cannot be tolerated."

In connection with departmental examinations the committee urged that they be expedited and that the work of examiners be completed as rapidly as possible consistent with thoroughness. The charges made for the examinations, Col. Dunham recommended, should not be more than those actual expenses incurred by the departments making the examinations. These recommendations were made, he said, because the policyholders, while needing the examinations, nevertheless had to pay high rates for them.

Col. Dunham also recommended that the committee on rates of insurance companies be requested to make a thorough study and investigation of "alleged rate cutting and discriminating practices in all lines of casualty insurance and report to this convention at as early a date as possible."

At the executive session Wednesday Col. Dunham brought up the proposed valuation bureau that had been defeated in committee before the convention as a whole. After long debate the subject was referred to the executive committee by vote of 16 to 13.

Virginia Rate Hearing On

William Leslie, associate general manager of the National Bureau of Casualty & Surety Underwriters, and R. C. Mead, rating expert in its automobile department, are in Richmond, Va., arguing before the state corporation commission in favor of the revised automobile liability rates which the carriers hold to be necessary to meet the loss and expense record of the state.

The Bell Mutual Casualty of Portsmouth, O., has been incorporated but not yet licensed.

Definite methods for closing accident and health business as used by the leading producers are given in the X-Sellerator. Price \$2.50. The National Underwriter.

Stockholders Approve Plan for Recapitalizing Maryland

BALTIMORE, Dec. 6.—Stockholders of the Maryland Casualty of Baltimore voted in favor of the recapitalization plan to reduce par value of the capital stock from \$2 per share to \$1, and to increase total authorized capitalization to \$6,500,000.

This is the culmination of carefully studied plans not only substantially improving capital structure but solving burdens incurred in connection with guaranteeing real estate first mortgage bonds.

Details of the recapitalization plan were given in THE NATIONAL UNDERWRITER last week.

Eight Hour Day Decision

MADISON, WIS., Dec. 6.—In a decision involving the Wisconsin statute governing the amount of an employee's award which provides that in determining average daily wage "no day during which an employee has worked less than eight hours shall be taken into consideration unless by agreement or custom a lesser number of hours work constitutes the full day's service for such pay," the Wisconsin supreme court has held where a contract between the state and a contractor specifies a six-hour day and an employee accepts work knowing that his day is to be six hours, an agreement is implied.

The case involved the Builders Mutual Casualty and the Eau Claire Engineering company vs. Jesse Schultz, who was under the supervision of the unemployment commission.

G. L. Perry Renominated

SEATTLE, Dec. 6.—G. L. Perry, special agent Hartford Accident, was nominated for a second term as president of the Seattle Surety Association; J. E. Charbonnel, Fireman's Fund In-

demnity, vice-president and M. L. Stearns, H. E. Briggs Company, secretary.

A. O. Stuber, Massachusetts Bonding; C. M. Dial, Geo. W. Rourke Company; W. E. Morris, Thieme Morris-Hansen & Rowland, and J. C. McCollister, McCollister & Campbell, were recommended for executive committee at the annual election Dec. 28.

Finke Heads Adjusters

J. E. Finke of the Portland branch of Swett & Crawford was elected president of the Casualty Adjusters Association at the annual meeting in Portland. Merle Henkel, independent adjuster, was elected vice-president and R. F. Owen was elected secretary.

Will Enter Health Field

As soon as "economic conditions justify" the Commercial Travelers Mutual of Utica, N. Y., will enter the health insurance field, providing the suggestion is approved at its annual meeting Jan. 8. Since its launching in 1883 the organization has restricted its writings to accident insurance.

Joins Shevlin Agency

C. W. Ward, formerly of the Bankers Indemnity, has joined the Shevlin Agency of New York City as manager of its casualty department.

School District Not Liable

Attorney General McKittrick of Missouri has ruled that a school district or the superintendent of such district is not liable for negligence in the operation of a motorbus hired by the district to carry children to and from school. The Missouri supreme court has held that public schools are not liable for damages, as they have been entrusted with the education of that community in the manner they deem best. The superintendent is not liable because he acts for the school board.

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right carries responsibility—let us, agents and companies together respect
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Will Wrightem
(Field Correspondent)



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ACCIDENT AND HEALTH FIELD

Nose Infection Death Factor

**Federal Court in Indianapolis Holds
Company Not Liable Under Accident Policy in That Case**

A jury in the federal court in Indianapolis returned a verdict for the Sun Indemnity in a suit for \$25,000 brought by beneficiaries of G. W. White, under an accident policy. It was claimed White died as result of a fall, while the company maintained death was the result of erysipelas.

White attended a furniture show in Chicago Jan. 3, 1932, and developed a painful infection in his nose and face. Some days after returning to his home in Indianapolis he fell in his bathroom, bruising and cutting his face and head. Erysipelas developed, being so diagnosed Jan. 11. His condition gradually became worse and he died Jan. 19. An autopsy revealed thrombosis of the cavernous sinus.

The Sun Indemnity denied liability under the accident policy, claiming death resulted from the infection. The beneficiary's attorneys contended that infection existing before the fall could only be regarded as a condition and that the fall caused the death. Judge Baltzell ruled, however, that Indiana cases cited did not control in the federal court and that, if the infected condition of the nose contributed to the death of assured, then the beneficiary was not entitled to recover. This ruling is regarded as highly important. Slaymaker, Merrell & Locke were attorneys for the company.

Road Talk in Los Angeles

LOS ANGELES, Dec. 6.—At the luncheon-meeting of the Accident & Health Managers Club of Los Angeles, Capt. R. A. Goodcell, Automobile Club of Southern California, told of the proposed national Pacific highway along the west coast of North America. C. M. Beall, Inter-Ocean Casualty, will have charge of the program at the meeting Dec. 12.

Excellent Gain Reported

The G. H. Knight agency of the Federal Life & Casualty in Cleveland shows a 15 percent increase in cash collections for 1933 over 1932, despite banking disturbances early in the year. September showed a 50 percent increase over 1932, October 15 percent and November 21 percent.

Write 334 "Apps" in Week

A new record of 334 applications in seven working days from Nov. 20 to Nov. 27 was made in Milwaukee as the result of a business drive conducted by the Continental Casualty under the direction of A. M. Holtzman, Chicago, director of field service, and John D. Rogers, Milwaukee, manager of the Wisconsin service office. The record exceeds that established by the same office in October, 1931, when 325 applications were turned in by agents in Milwaukee, both records having been achieved by the agency force of the Security General Agency Corporation, general agent for the Continental Casualty.

Announce New Study Course

SAN FRANCISCO, Dec. 6.—As the result of the outstanding success of the first study course presented by the Accident & Health Club of San Francisco last month, a second course of study is to be conducted Dec. 18-22. The former course was held two afternoons a week, but this course will cover an hour each day, starting at 4 p. m. Each session will be in charge of one of the

leaders in the business in this territory. Bert R. Jones, Maryland Casualty, is in charge of arrangements.

New Travelers Association

The National Commercial Travelers Association, 1042 North Taylor avenue, St. Louis, which is affiliated with the National Hotel Protective Association and the Hotel Credit Letter Company,

In looking back
over the growth of
your own business,
what were the factors
that aided in that
growth?

Giving a fair deal,
or making an honest
effort to do so, was
one, no doubt, just as
it has been with THE
PREFERRED AC-
CIDENT.

Write us if interested
in taking on a good
strong company for

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has applied for a Missouri license to write accident and health on the assessment plan. It proposes to operate on the same general lines as the Illinois Commercial Men's of Chicago, Travelers Protective of St. Louis and other commercial men's associations. R. L. Flanders is general manager.

Postal Union Extends Field

The Postal Union Life of Hollywood, Cal., which recently took over the California business of the Pacific States Life, both life and accident and health, is extending its operations to Hawaii and Arizona. H. S. Hayward will be in charge in the Hawaiian Islands. T. E. McCullough will handle the accident and

health business in Arizona. E. C. Hall, formerly with the Pacific States, is accident and health manager at the home office.

Accident Notes

G. M. McCarthy, Lexington, Ky., has been appointed assistant manager of the Great Northern Life in the health and accident department.

Grady Allen, formerly special agent of the Standard Accident, has been appointed manager of the accident department of the Old Line Life at Dallas, Tex.

The Continental Casualty's disability division (monthly payment accident and health department) in Chicago has moved from the Insurance Exchange building to the Congress Bank building, 506 South Wabash avenue.

FIDELITY AND SURETY NEWS

Study Public Official Bonds

Legislative Committee of Chicago Surety Association Instructed to Investigate in View of Court Decision

The legislative committee of the Surety Association of Chicago was instructed at a luncheon meeting Tuesday to explore the question of depository liability under public official bonds in view of the recent Illinois supreme court decision, holding unconstitutional the county treasurers' act of 1915, which provided for the designation of depository and relieving the county treasurer of liability in this respect. The fear is that much the same theory might be invoked to knock out legislation passed last year exempting other public officials from depository liability.

As a result of this decision, many surety companies are declining to write new public official bonds in Illinois. The legislative committee was instructed to study the advisability of conferring with the county treasurers' association of Illinois on the subject.

A complaint committee was appointed, consisting of J. H. Bryden, Glens Falls Indemnity, R. E. Cline, Aetna Casualty, and J. P. Keever, Maryland Casualty.

The members decided that a recent request from state authorities for conferences with company representatives on the gasoline tax bond situation was not an association matter.

The members were informed that the Towner Rating Bureau recent reduction of the notary bond rate from \$20 to \$10 is retroactive to the time when the rate was increased from \$5 to \$20.

Write Dam Contract Bond

The Standard Accident has written the contract bond required of Spencer, White & Prentiss, successful bidders for the construction of Dam No. 6 at Trempealeau, Wis. Companies interested as cosureties are the Fidelity & Deposit, Massachusetts Bonding, Hartford Accident and New Amsterdam Casualty.

Mutuals' Qualifying Bonds

The Louisiana Insurance Society has published the names of surety companies, which have written qualifying bonds for mutual fire companies in the state, together with correspondence with executives of those companies. Agents in various parts of the country have protested this practice and the U. S. F. & G. recently announced that it would discontinue writing such bonds. Most of the executives, in replying to the Louisiana Society, said they were not soliciting new qualifying bonds, but they received their present business through regular agency channels and regarded the transactions as legitimate.

F. & D. Writes Big Bond

The Fidelity & Deposit has executed a \$600,000 bond in connection with a contract of the Central Engineering

Company for construction of Lock No. 16 at Muscatine, Ia. There are six cosureties in addition to the F. & D. F. B. White of the Cleveland agency at Rock Island, Ill., was the agent. The cost of the construction is \$1,196,000.

Big Bond for Distillery

A series of bonds aggregating close to \$1,500,000 is being written by surety companies on behalf of the Shanley Products Co., distillers, guaranteeing payment to the state of the Pennsylvania \$2 per gallon-floor tax, should the law under which the tax is demanded be declared constitutional.

The distilling corporation has applied for an injunction restraining L. D. Metzger, secretary of revenue of Pennsylvania, from enforcing the tax at this time, and has furnished an injunction bond in support of its plea.

Discuss Cut-Rate Competition

The Surety Underwriters Association of Southern California devoted its last meeting in Los Angeles to a discussion of cut-rate competition.

PERSONALS

One of the most interesting institutions in Hartford is the Aetna Casualty school. "School" is a term which does not correctly interpret the atmosphere in this place of learning and instruction. Borrowing from collegiate halls, "insurance business seminar" would come closer to describing the informal, frank and penetrating give and take between those attending and Amos E. Redding, the instructor. During 1933, six schools have been conducted and seven are planned for 1934. Assisting Mr. Redding in the school is F. W. Potter, former special agent of the company. Many of those who attend have had years of practical selling experience in the field and every sales idea and suggestion must run the gauntlet of searching criticism on the part of many who have frequently talked it over with clients and prospects. The reputation of the school brings to Hartford for several weeks ambitious men of long experience as well as those seeking a solid foundation for successful insurance selling.

S. L. Orwall, well known in the accident and health field in Chicago and the central west, committed suicide Thanksgiving Day in a hotel in a Chicago suburb. He was for many years with the Mutual Benefit Health & Accident in Chicago, serving as manager of the central division there for eight years and disposing of his agency in September, 1931, to Redfield & McGurk. For a year or more after that he was a broker in Chicago and last February joined the United of Chicago as division manager in the commercial accident department. More recently he had been conducting an agency in Winfield,



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Pennsylvania Casualty Company and Associated Fire Insurance Co.

SQUARE dealings with agents, brokers and policyholders have built for these companies an enviable reputation. Small enough to take a personal interest in agents, yet large and strong enough to give thorough protection, these companies offer sincere agents a real opportunity. If interested write directly to the Home Office, asking about our special feature policies.

AUTOMOBILE INSURANCE with attractive selling features which make it easy to keep sold including preferred rates to careful and cautious drivers.

ACCIDENT & HEALTH INSURANCE which covers every kind of accident or sickness and is free from annoying restrictions and technicalities.

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There is one way to be sure that your stay here will be pleasant: Stop at The Roosevelt. Food, service and appointments are the finest. The rates moderate. Rooms with bath from \$3. Free Garage.

Write or Wire Reservations, JAS. PAT O'SHAUGHNESSY, Mgr.

Mail orders filled for CREOLE PRALINES

Full halves of selected Louisiana Pecans in a luscious layer of pure Louisiana Cane Sugar. New Orleans' famous candy, made from the recipe of the Old Plantation Mammy. Two attractive gift boxes: SOUVENIR COTTON BALE PACKAGE, 10 Pralines for \$1.75. Postage paid. PLANTATION MAMMY PACKAGE, 12 Pralines, \$1.50. Postage paid. Send Money Order or personal check with order to The Roosevelt Hotel, New Orleans.



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Next Time you travel in Iowa or Minnesota try Black Hawk Hotels for comfort, convenience and savings. Our low prices mean traveling economy for you! Minimum rates at our hotels range from \$1.50 to \$2.50 and we have PLENTY of minimum rate rooms to offer. Extra guest only \$1.00.

Ill., not far from Chicago, where he made his home. He had been prominent in political affairs in Du Page county and was at one time a candidate for congress.

W. H. Howland, head of the accident and health department of the General Accident, is the mighty hunter among the accident and health men. When the governing committee of the Bureau of Personal Accident & Health Underwriters met in New York last week, Mr. Howland sent on for a dinner 12 ducks brought down on one of his hunting trips a few days before the meeting.

T. E. Braniff, of Oklahoma City, was scheduled to be in New York Monday morning for a committee meeting but his favorite mode of transportation, flying, failed him because of bad weather and he was compelled to transfer to the more prosaic railroad, which delayed his arrival in New York until Tuesday. Mr. Braniff is chairman of the National Association of Casualty & Surety Agents.

Mrs. Hazel Royer, wife of President H. G. Royer of the Great Northern Life of Chicago, was found drowned in Lake Michigan near a sanitarium in Winnetka, Ill., in which she had been a patient since Nov. 8, when she suffered an acute nervous breakdown. Mrs. Royer was 44 years of age.

C. O. Pauley, secretary of the Great Northern, who had started east to attend the commissioners' meeting, was reached by wire on the train and returned to Chicago.

R. J. McCormack, casualty superintendent for the North British & Mercantile at Montreal, died at the age of 48. He was a native of Ireland and worked for the Guardian Assurance before becoming connected with the North British organization. He was transferred to Canada about nine years ago.

President T. J. Falvey and Vice-president Spencer Welton of the Massachusetts Bonding have completed a two-week tour of the middle west, visiting representatives and holding informal group meetings in Cleveland, Detroit, Chicago, Milwaukee, Kansas City and St. Louis. Mr. Falvey was accompanied by Mrs. Falvey.

H. T. Nash, manager of the railway and ticket division of the Travelers, was honored by business associates Dec. 1, in recognition of his completion of 25 years' service with the company. Several floral pieces from various departments of the home office and many congratulatory telegrams from Travelers representatives in the field came to his desk. Special presentations were made by H. E. Palmer, assistant manager of the ticket department, and L. D. Merkle of Montreal, in behalf of the department's field men.

Mr. Nash joined the Travelers in 1908 as a traveling representative of the railway and ticket division, being previously employed by the St. Louis & San Francisco Railroad. Three years ago he was appointed manager, succeeding the late G. S. Penfield.

B. G. Wills, vice-president Fireman's Fund Indemnity, member of the advisory council and one of the organizers of the San Francisco Council for the Reduction of Automobile Accidents, will address the Lions Club at San Ma-

teo, Cal., Dec. 13 on "Automobile Accidents."

V. J. Skutt of the home office legal department of the Mutual Benefit Health & Accident and United Benefit Life of Omaha was in Chicago this week on business for those companies.

Roeber Gives Details of Compensation Rate Rise

(CONTINUED FROM PAGE 27)

The new rates generally provide a reduction on manufacturing risks and a general advance on contracting risks, according to reports from the field.

Mr. Roeber stated that the occupational disease program of the National Council developed earlier this year is now in operation in all jurisdictions save Minnesota, Missouri, New Jersey, and New York, where individual programs are applicable differing only in some detail; Wisconsin where occupational disease hazards are now recognized by a program differing materially from the national program; Arizona, California, Kansas, Massachusetts, New Hampshire, Texas, and Utah where approval of the national program is now pending; Hawaii, where the program was disapproved, and Delaware, Oklahoma and Pennsylvania where it had not been filed by the council.

Mr. Roeber discussed the elimination of schedule rating and the classification inspection work which is being undertaken. He said it is anticipated the elimination of schedule rating and substitution of classification inspection will result in real benefits to carriers in that individual companies will be in position to devote more attention to accident prevention work, and probably will obtain premiums more nearly adequate.

Elect Wadsworth for a Third Term

(CONTINUED FROM PAGE 25)

asserted, is a standing army ready to be called into action at any time.

Secretary Hutchinson spent almost the entire year in the field doing legislative work and strengthening state organizations. His greatest achievement was the establishment of a federation in Iowa. He received commendation from all hands on the work he has accomplished.

Treasurer J. W. Morrison, New York City, reported a balance of \$1,181. F. Robertson Jones, chairman of the finance committee, said the federation is in better financial state by far than it was a year ago. He declared the movement is an important factor in the business and should be fostered. He said insurance is confronted with parlous times as are other activities. Even with reduced income he thinks the federation did just as good work last year as any before. F. R. Korn, Des Moines, director of the Modern Woodmen, spoke for the new Iowa federation.

A. C. Tobias was spokesman for the South Carolina federation and W. M. Goodwin for the Pennsylvania. B. G. Dawes, president Eureka Security Fire & Marine of Cincinnati and president of the Ohio federation, declared the Ohio federation would need help because of an attempt on the part of the legislature to put over an increased premium tax. W. G. Wilson, representing the federation on the U. S. Chamber of Commerce insurance committee, stated that insurance should place its own house in order and not subject itself to unnecessary regulation on the part of the federal government.

Junior Underwriter Wanted

Middle West Surety Company requires the services of junior underwriter, capable of handling office detail, records and correspondence with agents; to receive consideration your reply must give full details regarding past experience, salary expected, etc. Box Y-7, The National Underwriter.

NORTHERN ASSURANCE CO. LTD. OF LONDON

A PROGRESSIVE COMPANY FOR PROGRESSIVE AGENTS

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with them when calling on customers in order to make a new sale or hold a renewal. THE CASUALTY INSUROR gives the sound reasons for carrying insurance. It is not much good on the other fellow's expirations (unless he is neglecting his service) because it is mainly concerned with the coverage the customer ought to have, and if he's got it, that's all. But when a customer carrying one line just hasn't been able to see why he should carry others, THE CASUALTY INSUROR is there with the punch. And that's why agents and special agents carry it along when they are out selling.

Readers say it is good on all lines, but there are certain coverages that were practically created as volume lines by THE CASUALTY INSUROR.

NON-OWNERSHIP AUTOMOBILE LIABILITY. Taking the Dillon case as a starter and working up the legal authorities already on record, THE CASUALTY INSUROR stirred up such a demand for this line that the Bureau had to put the rates in the Manual. If you haven't much volume on Non-Ownership it may be because you don't read THE CASUALTY INSUROR.

Do You Want More Premiums?

that have to be sold by intelligent work with the Insured? You don't need any help to beseech your friends with "Gimme Your Insurance," but if you are working hard to sell lines that ought to be carried but are not yet bought by the prospect, THE CASUALTY INSUROR will be an effective helper. It will give you many ideas on where to sell certain lines. It will give you

SCHOOL BUS LIABILITY. When the first comprehensive survey on this subject appeared in THE CASUALTY INSUROR one company got so much School Bus business that it hunted around for the cause.

TRUSTEES' LIABILITY. One agent rushed out with his copy of THE CASUALTY INSUROR and wrote a \$1,500 premium when he saw the comprehensive study, rewritten for insurance men from a bankers' magazine, showing the liability of trustees, executors, etc., *out of their own pocket*. Insurance men all over the country have built up fine premium accounts on trustees liability, using THE CASUALTY INSUROR material.

OTHER LINES. Of course, THE CASUALTY INSUROR did not create Automobile Public Liability, O. L. & T., Fidelity or Burglary insurance, but if an agent wrote nothing else he would find a subscription a big profit maker for him, because of the live selling arguments that help to close new business. And the other lines are not neglected. An agent took the trouble to write in the other day that a single sentence on Accident insurance closed a case for him.

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some ideas you hadn't thought of on why the prospect should buy. It will give cases that you can use with the prospect as a "clincher." Its pages of damage suit clippings alone are considered worth the subscription cost by many agents. Its reviews of legal decisions often develop new prospects.

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